

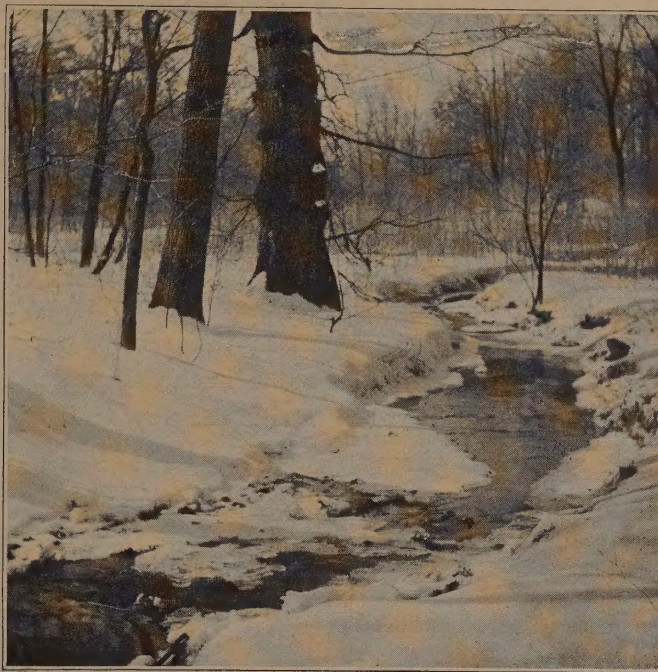
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A Christmas-Carrier

By HAROLD F. MCCORMICK, Vice President and Treasurer



AS Christmastide draws near, it seems fitting for even the busiest amongst us to pause in meditative reflection, as it were, before the open hearth—to reflect upon the past, and to search into the future—to consider as to the corporate home and center of our activities, whence we came, where we are, and whither we may see our trend. From the first days of reaper history, surrounding conditions were fraught with kaleidoscopic change. From the earliest start of a few firms' or individuals' efforts, there sprung into existence countless of these, and in the process of time, the even tenor of continuous competition and the diversified field of manufacture offered, again reduced this number, in our old line, to a comparatively few. Supplementing these again, our own Company came into existence. Prior to this time, excessive competition was rife and men's souls were stirred with thoughts of strife and unfriendly rivalry. No expense was too great, no concession too ruinous. The reaction from this to a policy of economy was new and, indeed, in many instances, irksome. We did not at first see each other as others saw us. A sense of chafing still was latent. But gradually, as we faced the new order of things, a real spirit of new cheer was awakened. To live and let live seemed, not only a possibility, but a probability. Our interest became centered in the new responsibilities imposed—the honor system invoked. Gradually the phantom masks disappeared and we saw each other in the true, the new light. We recognized the law of supply and demand, not the law of the survival of the fittest

and strongest. Our competitors, in general, overcoming the first feeling of dismay and seeing increasing prosperity to themselves, gradually saw in us a new standard, and even, seeing the wisdom of our course, began an evolution along the same lines—an evolution along the avenue of a consecutive line of farm machinery, bound, in any event, to some day supplant the heretofore exclusively seasonable line. This then pointed to a new and more logical spirit of competition, active indeed, but stripped of the old clash and din of former battles, a competition more intellectual in requirements, more needful of ability. No true man shuns a fair fight. Real manhood wants to possess that which is rightfully his—that field which he may have and hold, and still look his fellowmen square in the eye without fear or favor. We respect the rights of others—respect for all, fear for none. We fellow members of our Company may have felt the times of discouragement, the lack of a direct line to follow; but as those who are in the van, do we not of necessity have to be confronted with such a lack of procedure at times? And how many times have we not, after all, overcome such difficulties and pushed on to strike the new trail again?

In the light of such experiences and in the confidence of the new order of things, can we not see clearly before us the realization of the verse which says:

"East and West and North and South the messengers fly fast,
And tower and town and dovecote have heard the trumpets blast."

In the cheerful ring of such a message and with the renewed confidence in the knowledge that there are yet deeds to do, successes to attain, and ideals to follow, can we have any but an abiding faith in the "Dawn of a Tomorrow?"

A TALK ON SELLING

The Salesman as an Educator

By C. H. LAUFMAN, Ass't Manager Domestic Sales



OUR friends on the seventh floor of the Harvester building have dilated many times on the educational value of advertising. They have stated frequently that it is the greatest educational force of the present day. If we admit that this is so, they must yield the palm for being the second greatest factor in the enlightenment of the world, to the salesman.

In the old days of barter, when changes were few and the world stood still, this was not so; the salesman was a trader. Today, however, when every twenty-four hours means some new discovery in science, some new invention in mechanics, and some new advance in knowledge, the salesman is the greatest disseminator of information. Text books may carry the knowledge of new things to the few, the press may recount their wonders, but it remains for the salesman to bring them home to the people and to make them of practical value to the race.

This is particularly true of the advancement which has been made in matters pertaining to agriculture. This industry stood still for so many centuries—its traditions became so hide-bound, and its workers so conservative, that it necessitated more than an average amount of educational work to introduce newer and better ways of doing things on the farm.

This does not mean that the farmer is less intelligent than his city brother, but that he is more suspicious of new things and more inclined to follow in the paths his fathers trod.

For instance, it has been eighty years since the invention of the first practical reaper, and fifty years since it became an ordinary article of commerce, and yet there is more than one place in the United States where the archaic cradle is still in use.

It is thirty-five years since Mr. Kemp made his first manure spreader, and yet there are whole counties in certain states where not a single spreader has been sold.

The cream separator has a history of thirty years, and the gasoline engine for the farmer has been known for a decade, and yet even now, it takes infinitely more skill, constructive argument, and patience, to sell either of these commodities than it does to sell an article of established use, such as the plow or harness. It may be hard to sell a particular brand of plow, but if the farmer needs a plow at all, he buys it.

Not so with the spreader, or separator, or engine. Every farmer in the United States who has manure to spread needs a mechanical spreader, not only because it is a back and bicep saver, but also, because it is a land-builder.

Every farmer who has five or more milch cows needs a separator, not only because it relieves his wife and girls from a confining task, but also, because it is a money maker.

Every farmer needs a gasoline engine. It is a fact, on the farm as well as in the town, that time is money, and the busy little gasoline engine sawing the wood and pumping the water, making the light, separating the milk, grinding the feed, and washing the clothes, is the busiest little busy-body ever drawn home by a farmer behind two horses.

Those advanced members of the agricultural profession who have used these machines, are a unit in wondering how they ever did without them. Those not so advanced are ready for them.

Government bureaus have recommended their use, agricultural schools are urging their value, and all that now remains is for the salesmen, the I H C salesmen—those advance agents of good farming—those practical instructors—those final demonstrators—to drive the truth home and persuade the farmer to convince himself, with his own machine, on his own farm, that the possession of any one of these machines, or of all of them, means increased profits and less work.

And in the end these farmers will rise up and call them blessed.

A SURVEY OF THE FOREIGN FIELD

By CYRUS H. McCORMICK, President



DURING the past summer quite a delegation from our home office visited the European field. Russia was the objective point for all, in view of the activities in manufacturing and selling which are now opening up with such good prospects in that country of vast distances and rich resources. Mr. Funk made a trip of rapid-fire investigations; Mr. Haskins saw for the first time this great European territory of new possibilities in sales; Mr. Perkins had never before seen the European conditions in trade, and he covered a wide territory of investigation—especially with regard to supplies of raw materials; Mr. Haney, being a veteran traveler, made the tour in perfect familiarity with all conditions; Mr. John Wood made his first trip, and covered a great deal of ground in a thorough study of the manufacturing conditions; while I renewed, with the keenest pleasure, my acquaintance with the numerous, well-worn paths which lead from one center of influence to another, in both our manufacturing and selling interests in Europe.

I think every one of these emissaries from Chicago feels amply repaid for the tedium of the travel, which was at times arduous and frequently uncomfortable, by the first-hand information which they gained, and by the cordial reception which they had at the hands of their co-laborers and comrades across the sea.

IN FRANCE

I was fortunate enough to be in Paris when the conference was held to work out certain changes in the selling organization for France, by locating important distributing points at Bordeaux, Lyons, and Nantes. The Company's new office in Paris is at 99 Rue des Petits-Champs. It is well located and commodious, and is now in good running order. The new selling organization for France for the Deering and Osborne machines is full of vim, and is confident of making a good showing for the next season. The prospects for the business in France are exceptionally good. The splendid equipment of the Company's works at Croix, with their fine machinery building, forge shop, and new concrete warehouse, promises a good showing in 1912. Mr. Ericsson is rapidly getting hold of his problems as superintendent, and we all expect him to make our French factory one of the leaders.

IN GERMANY

At Hamburg we held a conference of the visiting, as well as the resident, talent; and Mr. Couchman and Mr. Yeslin had many interesting problems ready for us to tackle with them. All roads led to Berlin, where every one had to stop and study what Mr. Hutmacher is doing to put the IHC banner at the head of the great German trade army. A visit to the Company's Works at Neuss showed a most hopeful and flattering condition of manufacturing under Mr. Hagberg. He has not been there long enough to get the full responsibility of the situation into his veins; but with his enthusiasm, and the good use he has made of his apprenticeship, both he and the Neuss works are coming along fast. In location, in general appearance, and in the quality of the work turned out, the Neuss Works will no doubt rank, proportionately, with the International's best factories. The new twine mill is running smoothly, and making a fine showing under Mr. Nelson's watchful eye.

It is a matter of deep regret to me that I was unable to compress my traveling schedule sufficiently to leave time for a visit to the Norrköping Works in Sweden. All the recent reports from this plant are so satisfactory that, if I had gone there, my visit would have been one of hearty congratulations to Mr. Flater.

IN RUSSIA

The keystone, as well as the pillars of our European trade edifice, are found in Russia. Having become manufacturers there, we are determined to make at Lubertzy, near Moscow, a modern plant of fine proportions. The flow of American gold from the treasurer's office in Chicago, to the Lubertzy Works, had led me to expect to find a well-developed plant; but I was not prepared for the great surprise which I received when, under the guidance of Messrs. Borg and Halverson, I was shown the results which have been accomplished in less than two years. The new buildings are of the latest and most improved form; and the whole appearance of the plant much resembles our Hamilton Works in Canada.

My visit to Moscow was so timed that I could see the general agents who meet there once each year and spend some time with Mr. Kusters in going carefully over the details of the past year's work and in planning for the increase of the coming year. Those were inspiring days of conference about the greatest field which opens today before our Company. In vastness of the territory to be covered; in the difficulty of the obstacles to be overcome; in the richness of the prizes to be won; in the zeal and self-sacrifice of our leaders and representatives in this far-off land, Russia stands today as the great problem and the great prospect of the International. No group of International leaders more keen, more earnest, more willing to give and take hard blows in getting trade, more successful in making proper credits can be found in our Company's ranks than those who came together in the Company's commodious offices on Miazitzkaja street, Moscow.

From the German speaking city of Riga, came Mr. Wieland; from the hold-up men in Odessa, with their instructions, "Hands up," came Mr. Mayer; from Rostov-on-Don and the near-Caucasus, came Mr. Zimmerman; from Samara, on that great water-way, the Volga, came Mr. Schwarzenbach; from the level plains of Charkow, came Mr. Faes; from Omsk, in that land of agricultural treasure beyond the Ural Mountains, came Mr. Reinecke; from the central territory surrounding Moscow, came Mr. Gafy, whose office is in the same building. Mr. Kusters called these lieutenants together in exactly the same way that our leaders in the home country draw around them their chief aides for their annual "round up."

To secure trade in Russia is no mean undertaking. The ignorance and prejudice of the mujik, inherited through generations; the inadequacy of transportation facilities by rail and river and team; the complicated rules of local governments, made generations ago, when conditions were very different from what they are now; the surprising number of religious and legal holidays which deprive the merchant and manufacturer of a large proportion of his annual trade or product; the absence of any initiative or "hustle;" these are some of the obstacles which, for the time being, loom up across the way of progress, as measured by home standards and viewed through our eyes at the home office.

But despite all this, when we consider what stupendous steps of progress Russia has made in the last ten years, we may assume with confidence that the standards of Russia in the future will be as large, as high, and as bright as are those of any other country; and one of the chief reasons for this assumption is the high character and commanding ability of the ministers of the government. The Minister of Finance, M. Kokovtsoff, who has just been given the position of premier, is one of the most eminent and sagacious diplomatists in the world; M. Timasheff, the Minister of Commerce, has won distinction for his broad and liberal policy; M. Krivochein, the Minister of Agriculture, is universally respected, and holds a position in Russia, somewhat akin to that held by our own Secretary Wilson, in the hearts of the people. These officials have all shown a personal interest in the establishment of our new Works at Lubertzy, and they have all treated the interests of our company in a broad-minded manner, and with courtesy and fairness.

The Missouri Decision

On November 14, the Supreme Court of Missouri rendered its decision in *State vs. International Harvester Company of America*. The decision is exceptional in this: The Company is subjected to a severe penalty, although the Court specifically finds that it has done no harm, but has been a benefit to the farmers of Missouri. Now that final action has been taken by the Court, it is fitting that a review of that case should appear in these columns.

HISTORY OF THE CASE

The proceedings were begun in November, 1907. The Company immediately invited the fullest investigation. All witnesses and documents desired by the Attorney-General were produced without subpoena. In the eight hundred pages of testimony, no objection was made by the attorneys for the Company.

More than two years were spent in taking testimony. The charge against the Company was a conspiracy to restrain trade, yet *not one farmer* was found to support this charge or to testify that prices had been controlled, or that competition had been stifled, or that any damage had been done to the people of Missouri.

Sixty witnesses testified for the Company. Fifty-five of them were prominent implement dealers residing in various portions of the State. Their testimony conclusively proved the absolute fairness of the Company's business methods and prices. Judge Brace, who as Special Commissioner, heard the testimony, reported adversely to the Company upon purely technical grounds relating to the form of its organization, but stated in his report:

"I fail to find in the evidence any other substantial ground upon which the license, right, and privilege to do business in this State should be forfeited."

THE DECISION OF THE SUPREME COURT

The case came on for hearing at Jefferson City before the Supreme Court, in April, 1911. On November 14, the Court handed down its decision. The press reports were confused and inaccurate, because, in addition to the *opinion of the Court* by Chief Justice Valliant, two separate opinions were filed.

The *opinion of the Court* by Chief Justice Valliant was concurred in by Judges Lamm, Ferriss, and Brown. It contained a careful, dispassionate, and accurate review of the facts as shown by the evidence.

A separate *opinion* was filed by Judge Graves and concurred in only by Judge Woodson. It was from this *minority opinion* that the newspaper reports quoted, instead of from the *majority opinion*.

The true scope and effect of the decision can best be stated by quoting from the *opinion* of Judge Valliant, which, as before said, represents the views of four out of six of the judges sitting in the case and is therefore the *opinion of the Court*.

THE OPINION OF THE COURT

At the outset, Chief Justice Valliant states the question at issue:

"There is not much dispute about the essential facts in the case; the difference between the parties consisting mainly in the contention on the part of the State that the acts that were done by the respondent (International Harvester Company of America) and its associates were done for the purpose of suppressing competition and regulating prices, and the contention on the other hand that the acts were done for the purpose of bring-

ing about a more rational and conservative method of conducting the business of manufacturing and selling agricultural implements within the legitimate bounds of the law and with no purpose of creating a monopoly, or suppressing competition, or regulating prices, in the sense that those terms are used in the statutes."

The conditions of the agricultural implement trade at the time of the formation of the International Harvester Company in 1902 are thus described by the Court:

"In 1902 and for several years prior thereto, a very active, an unusually active, competition was practiced by these companies between themselves and others engaged in like business. The commissioner describes the competition as 'active, persistent, strenuous, and fierce.' Respondent describes it as 'a bitter, wasteful warfare, of a sort never known in any other business in the world.' It also says: 'Competition was not fair and businesslike, such as the law encourages, but a fierce conflict, causing the ruthless ruin of competitors,' and no fair advantage to the farmer. To avoid the disasters with which that condition of the market seemed to threaten the companies engaged in the harvester machine business, the International Harvester Company, the New Jersey corporation, was on August 12, 1902, created."

As to the effect of the formation of the Company upon prices of agricultural implements and upon the implement trade generally, the Court says:

"The evidence also shows that the price of harvester machines was not materially higher after the New Jersey corporation entered the field than it was before, until 1908, when it was increased 8 or 10 per cent whilst in the meantime there had been a greater increase in the price of the material and labor used in their construction. The evidence also shows that whilst harvesting machines were the chief products of the companies absorbed by the International Harvester Company, that company has greatly enlarged its business and extended it to many other farm implements and has thus put itself in competition with the many concerns that theretofore were and still are engaged in manufacturing such other farm implements and the farmers generally have profited thereby. The evidence also shows that the machines manufactured by the International company have been greatly improved in quality and the item of repair material has been reduced in price and placed within closer reach of the farmer. On the whole the evidence shows that the International Harvester Company has not used its power to oppress or injure the farmers who are its customers."

In the Company's brief, it was argued that the Missouri statutes were intended to protect only fair and legitimate competition, not the "warfare" methods and destructive practices prevalent in the harvester trade prior to 1902. This proposition is discussed by the Court as follows:

"In 1902, when the negotiations which led up to the organization of the International Harvester Company were begun, competition between the large harvester machine companies in the United States was such as to reduce the market to a condition that was deplorable from the standpoint of the competing companies and it is not certain that its tendency was towards the ultimate advantage of the consumer of those machines. Whilst the tendency of fair competition is to produce a wholesome condition of the market, yet competition may be of such a character and so designed as to destroy the weaker competitors leaving only the giant in the field who then would have a monopoly of the market. The law is not interested alone in the consumer, but it has regard also for the producer and would, if it could, pro-

tect a small manufacturer or dealer from the destruction that the avarice of a powerful rival might design.

"Therefore the argument of the learned counsel for the respondent is not without force, that the competition that existed in 1902 in the harvester machine market was not the kind of competition that the lawmakers had in mind when they enacted the anti-trust statutes. But unfortunately for that argument it is impossible for the legislature to prescribe a general rule by which competition conducive to a wholesome condition of the market can be distinguished from a competition that is demoralizing and disorganizing."

Having reached the conclusion that the Company is to be condemned because it possesses large commercial power, though such power has been used continuously for the advantage of the public, Judge Valliant thus discusses what sort of a *judgment* would be appropriate.

"We have already said in effect that when a party is called into court to answer a charge of unlawful combination in restraint of trade, it is no defense to say that the power thus acquired has been or will be used with moderation. But after the Court has adjudged the party guilty of the act charged and comes to consider the penalty to be adjudged, the past conduct of the party in the exercise of its power is a fact worthy of consideration. * * *

"In determining the penalty to be adjudged in a case of this kind the Court should have regard to the consequence to follow its decision. It would be an injury to the people of this State to forbid the International Harvester Company to do business here, therefore, whilst we must obey the mandate of the statute and pronounce a judgment of ouster yet we may suspend the execution of the judgment, as this Court in some cases has sometimes done on terms that would be fair to the corporation and conducive to the welfare of the people of the State."

THE OPINION OF JUDGE FERRISS

Judge Ferriss filed a separate opinion in which he emphasized the extraordinary situation in which the Court found itself: that of being compelled by the "drastic" and "ineffective" statute, to impose a penalty upon a beneficial business organization. Judge Ferriss' opinion, from which the following quotations are made, strikingly portrays the difficulties of the "trust" problem:

"In this case the Court is required by the statute to pronounce a judgment of condemnation upon a combination which is proved by the facts as they appear in this record to have been so far beneficial to the community. The record shows the facts to be as indicated in the opinion of the chief justice, namely, that the price of mowers and reapers has not been raised in proportion to the increased cost of materials and labor, and that otherwise incidental benefits have accrued to the consumers, and furthermore, that independent manufacturers have not suffered by reason of the combination. * * *

"It cannot be doubted that combinations may be formed to create a monopoly to the injury of consumers, and yet it must be conceded that the industrial development of the country has indicated to the minds of practical men that its successful continuation requires the aggregation of capital in order to cheapen the cost of production and fully develop the possibilities of the particular industry involved. Economically, it should be to the advantage of the consumer to have the cost of production reduced to the lowest point practicable. The problem confronting the legislator is how to secure the benefits of a lower cost of production to the consumer without permitting combinations of capital which shall result in oppression. * * *

"In my judgment, the present law against pools, trusts, and combinations, is ineffective to protect the people against combinations of capital. The courts may dis-

member an organization, but they will hardly attempt to confiscate its property; so that, after dismemberment, the ownership and control will continue substantially as before. To permit combinations to exist and at the same time secure to the people the natural and legitimate benefits of such combinations is a problem not yet solved. To forbid, as the law in question does, the existence of all combinations that lessen competition compels a halt in the natural march of industrial development, and deprives the people of the benefits which should result from improved business methods. However, it is the duty of the Court to construe and enforce the law. * * * I do not, however, agree that the company should be fined, because, in my judgment, such penalty is not required by the statute."

PETITION FOR REHEARING

Immediately following this decision the attorneys for the Company filed a petition for rehearing and pointed out the injustice of the \$50,000 fine, as follows:

"What effect will it have in the business conduct of large corporations if those whose commercial careers have been admittedly upright and fair and beneficial are punished with the same severity as is meted out to those who are adjudged guilty of oppressive and continued wrongdoing?

"The amount of the fine is large, and, for that reason, is a matter of importance to respondent; but, much more important to it and to its officers, is the imputation of unfair and wrongful conduct cast upon them by such a fine. In the eyes of the public, such a penalty at once classifies them with those other corporations whose wrongful and oppressive conduct toward competitors and consumers has been severely condemned by this Court—corporations whose resistance to investigation and attempts at concealment have caused the State great expense of time and money.

"Few persons know of the findings of the Court which vindicate the fair and beneficial conduct of respondent, while information of the fine is spread broadcast and is accepted as indubitable proof of moral turpitude in the conduct of respondent's business, and thus it inflicts upon respondent an injury not at all intended by the Court; for *respondent's largest asset in its business today is the confidence and respect of the thousands of dealers and the many thousands of farmers, who are its customers.*"

FINE REDUCED

As a result of this plea, the Supreme Court on Monday, November 27, reduced the fine to \$25,000.

THE RESULT OF THE DECISION

Thus the effect of this decision, unless reversed by the Supreme Court of the United States, is that the International Harvester Company of America must pay a fine of \$25,000 and may continue its business in Missouri if it complies with the conditions named in the Court's decree.

If the outcome of this case is not a victory, *it is a vindication*. The adverse judgment is based on the construction of a "drastic" law; but on the broad and fundamental question as to the fairness and righteousness of the Company's business conduct, the victory is complete. The highest court of a great State, after three years of investigation, conducted by able and fearless prosecutors, has judicially declared that there is no criticism of the Company's business methods; that competitors have not been oppressed; that dealers and customers have been treated with fairness and liberality; that prices have been and are reasonable; that the charges of oppressive practices and harmful results are without foundation; and that it is proven beyond question, by undisputed evidence, that the Company has been and is a public benefit.

AN IMPORTANT KENTUCKY DECISION

INTERNATIONAL HARVESTER COMPANY OF AMERICA
vs. JAMES W. OLIVER

By J. C. McMATH of the I H C Law Department

On November 11, 1911, the United States Circuit Court for the Eastern District of Kentucky—Judge Cochran delivering the opinion—made some very important rulings. The plaintiff company brought suit to recover \$2,668.15 and interest, for goods sold and delivered under an interstate contract. The defendant interposed several defenses, his principal defense being that the plaintiff is a trust, and that by an express provision of the Kentucky anti-trust law "a purchaser may plead the violation of the law as a defense and that it shall be a good defense." Defendant, also, interposed the defense that the contract of purchase was in violation of the Sherman anti-trust law. The decision on the above and other points was as follows:



"Big George" Walker and Orville Pace, Blockmen in Kentucky

subject to approval at Cincinnati, and the goods were delivered to the defendant by delivering to the carrier at Cincinnati after the approval of the order. Held, that the defense based on the Kentucky anti-trust statute was not a good defense. The court cited from *International Textbook Company vs. Pigg*, 217 U. S. 91, the following:

"It is the established doctrine of this court that a state may not in any form or under any guise directly burden the prosecution of interstate business."

(2) That the defense that the contract of sale was in violation of the Sherman anti-trust law was not a good defense and would not have been a good defense if it had been a contract of agency. The court clearly distinguished the two cases of *Continental Wall Paper Co. vs. Louis Voight & Sons Co.*, 212 U. S. 227, and *Connolly vs. Union Sewer Pipe Co.*, 184 U. S., 540.

(3) That the provision of the Kentucky anti-trust statute authorizing a purchaser to plead the trust defense, does not apply to a contract where the relation is that of principal and agent.

(4) The court said:

"I suppose that since the decision in *Commonwealth vs. International Harvester Company of America*, 131 Ky. 331, it has to be accepted that that statute is valid (anti-trust statute) and I have proceeded on the idea that it is. It is quite tempting to consider how it would have been in the absence of that decision, the effect thereof, that decision itself and the prior cases of *Commonwealth vs. Grinstead*, 108 Ky. 59, and *Owen County Burley Tobacco Society vs. Brumback*, 128 Ky. 137, but I refrain."

The foregoing intimation of the court that the Kentucky anti-trust laws are unconstitutional and void, is the belief "of others." See *Connolly vs. Union Sewer Pipe Company*, 184 U. S. 540, and the dissenting opinion of three judges in *Commonwealth vs. International Harvester Company of America*, 131 Ky. 551, s. c. 115 S. W. Rep. 703, 712. How can a state allow one class of people to combine and prohibit another class from combining?

(5) The plaintiff company was, at the time the contract sued on was made, doing business in Kentucky and had an established place of business at Louisville. This, however, did not prevent the United States court from holding that the company was protected by the commerce clause of the constitution of the United States so far as its interstate business is concerned. Congress alone has power to regulate interstate commerce.

Chicago, Ill., November 17, 1911



THE HARVESTER CASE AND MISSOURI'S TRUST POLICY

An Editorial in the Chicago Record-Herald, Wednesday, Nov. 29, 1911

It is not hard to account for the action of the Supreme Court of Missouri in reducing the fine it recently imposed on the International Harvester Company from \$50,000 to \$25,000. The court knows that its decision was a technical one; that the company it ordered out of the State of Missouri has done nothing to injure any person, corporation, or interest of that commonwealth, and that the law it violated was not a law that could be successfully defended under the rule of reason.

Among the things which the Missouri Supreme Court explicitly stated it had found in the record were these:

That the International Harvester Company "has not used its powers to oppress or injure the farmers who are its customers."

That the Company "has greatly enlarged its business" and "put itself in competition with many concerns" which are manufacturing farm implements, with the result "that the farmers generally have profited."

That "machines have been greatly improved in quality" and "repair materials reduced in price and placed within closer reach of the farmer."

In a separate opinion one of the justices added that "independent manufacturers have not suffered by reason of the combination" and that its operations in the state "have been so far beneficial to the community."

Why, then, was the company adjudged "guilty," fined, and ordered to leave the state?

Because, and only because, the Missouri trust law prohibits combinations of a certain size without regard to questions of injury, wrong, method, conduct. The law prohibits combinations that may abuse their power, may go wrong and adopt abnormal and immoral methods. It is a law that makes bigness an offense and punishes combinations not for what they do, or have done, but for what they can and might do.

It is a far more drastic law than the SHERMAN act as now interpreted. It is constitutional, it seems. But it is not a wise, modern, practical law. It will doubtless be revised and made to conform to reason. Meantime it shows other states "how not to do it." It emphasizes the need of constructive legislation and sane, positive regulation of combinations.

IHC EXHIBIT AT THE AMERICAN LAND AND IRRIGATION EXPOSITION

At the American Land and Irrigation Exposition, recently held in New York, the International Harvester Company of America exhibited in their space a miniature irrigation farm. The farm was divided into three general sections, each setting forth a specific kind of irrigation:

First, a sprinkling system such as is now in general use throughout parts of Florida and in other trucking sections where irrigation is necessary. This consists of a number of overhead pipes from which the water is forced by pressure. This approaches the nature of



The Miniature Farm at the American Land and Irrigation Exposition

rain more nearly than any other system which has been devised.

Second, the general flooding which is done from a series of ditches which are usually supplied from one head ditch or by a pumping plant. This was illustrated in a grain field.

Third, the furrow and two kinds of puddling which was shown in a miniature orchard of actual trees. The water for the orchard was supplied from a flume which shows the method of conveying water where it is scarce and expensive. The general scheme of the exhibit conformed to the tendency throughout irrigated sections, of supplying water for irrigation by mechanical

means. The water for the farm was supplied by a gasoline engine operating a Gould pump. The water was delivered to a main ditch from which it was distributed to the small laterals, which in turn carried it out on the farm and distributed it uniformly.

Besides the farm, there was an exhibit of such machines as can be used to advantage in irrigating sections, including an automobile delivery wagon, spraying outfit, disk and spring tooth harrows, cream separators, engines, etc.

The entire exhibit was reproduced at the Land Show in Chicago.



THE OMAHA LAND SHOW

Extracts from "The Bee," Omaha, Neb., October 24, 1911

Tractors and traction farming are attracting attention at the Land Show as representing the last word in modern farm methods. In addition to plowing demonstrations and seven tractor exhibits in Machinery Hall, the management provided a series of interesting and entertaining lectures, some of them illustrated with moving pictures.

Tractors were shown plowing, disking, harrowing, harvesting, and threshing the wheat crop—even combining in one operation the preparation of the ground and the seeding of the crop, while in another picture the tractor and combined harvester were seen cutting, threshing, and sacking 75 to 100 acres a day. Wide-wheeled engines were shown plowing marsh land where horses could not be used, and others fording streams, climbing mountains, moving houses, building roads and railway grades, plowing in the snow of spring, and threshing in the snows of winter.

In the field demonstration, the International Harvester Company had a 45-horse power, double opposed, gasoline or kerosene engine pulling a Parlin-Orendorff ten-bottom plow, Messrs. John Schmidt and L. Lease in charge.

These large engines have awakened a great interest among the farmers and grain men, not only because of the plowing that can be done, but also for the various other uses to which these machines can be put, such as threshing, hauling heavy loads of various kinds, etc.



Blessed is he who has found his work; let him ask no greater blessedness.



General Agent Fallon, Grand Rapids, Mich., and his salesmen

HARD AND EASY DEALS

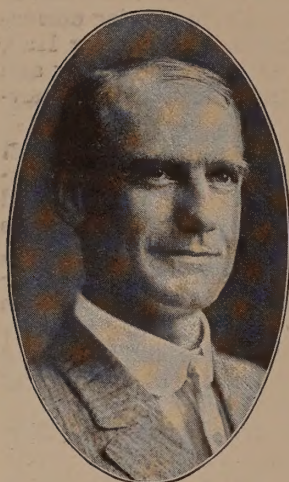


▽ THIS IS AN OPEN COLUMN FOR THE MEN WHO DO THINGS. ▽
 ▽ EVERY CONTRIBUTION WILL BE WELCOME ▽
 ADDRESS THE ADVERTISING DEPARTMENT

A COLLECTION OF INCIDENTS

By EDWARD P. MCCOLLOM, Collection Agent, Pittsburg, Pa.

I was once an editor. That was back in the '80's out in western Kansas. We (Editors always say "we," because of their extreme modesty, and for the further reason, that "we" to the aggrieved citizen who contemplates a clean-up of the editorial sanctum, is an unknown quantity)—I repeat, we called our truth and scandal dispenser, the "Kansas Sodhouse," and she was a lallapalooza while she lasted, especially a looza.



E. P. McCollom

We ran that paper for nigh on to four months, and boasted a circulation of fifty-two paid and about two hundred and sixty-five unpaid subscribers. Reverses, such as there were to reverse, came upon us. Times were hard. Money, as well as the editor got tight. Grub was scarce and coal sold at fifty cents the bucket. We needed the

"coin of the realm" and with our unpaid list in hand started on our first collecting tour.

We received many compliments because of the spicy make-up and neat appearance of our journal and especially because of our bold and fearless stand on social and great political questions of the day. We also received from an irate reader with political aspirations (one of that kind who hangs his hat on his ear and spits through his teeth), a swift and well-aimed punch about the solar plexus that caused us to meekly throw up the sponge with some other groceries. Subsequently, we broke the lever to our Washington hand-press; whereupon we fired the "devil," and in consideration of the premises and one dollar, we sold out the plant, lock, stock, and barrel to another easy-mark—there being two in town. That was my first collecting experience.

From that time, I have nourished a desire to learn more about the collection business, but resolved never again to write heavy matter for publication, fearing the results. I have had some later experience in the collection business, but as to authorship, this is my first infraction of the rule.

Being delayed for half a day in the moonshine feud district of Kentucky by a wreck on the "Big Sandy," my mind drifted to a reminiscent mood and I thought of the past. Heretofore, I have thought principally of the future. It was necessary. I was married young. Time brings wonderful changes. Sometimes, more changes than change. I became a traveling collector

for change. That was about fourteen years ago. I joined the Deering ranks, and have since remained in the service. I have learned that there are many difficulties to overcome, many disappointments to suffer and many unpleasant duties to perform to successfully follow the business of collecting money.

Collectors may be divided into two classes and characterized by the two words, Success and Failure. The collector who makes good and proves a profit to his employer is a success. The collector who cannot make good, is a failure and should seek other employment. Collecting money is a science, and successful results are accomplished only by honesty, hard work, perseverance, persuasion, skill, tact, and diplomacy. It is unnecessary for collectors to carry a brace of guns, a bowie knife, and a tomahawk now-a-days, because, with rare exceptions, the American citizen is a civilized human being, striving to earn an honest living. Some of the most courteous, hospitable, and refined people I have ever met, I have found remote from any trading-post or railroad—upon the western plains, in the timbers of the northwest, and in the mountains of Kentucky and West Virginia.

The pathway of the collector is not always strewn with roses or gold dollars. His road is sometimes rocky, even unto Dublin. Nevertheless, I doubt whether the collector works harder or has greater obstacles to overcome than the man who sells the goods.

In 1898, during the Spanish-American war, I called upon a typical Irishman in Minnesota.

Upon approaching Mr. Hennessy, my driver sallied forth like this, "Well, Pat, how would you like to be drafted this morning?"

"Egad, yez look here," says Pat, "if yez only knew the thrubble oi've had this winter, yez niver would ax such as the loikes of me to jine the army. Oi have the lum-bago and the rheumatiz, and me doctor is lookin' fer a complecation of dezazes, that may finish ould Pat fer good. I sez to yez, byes, oi'd rether give a hundred dollars out of me own pocket right now, than to jine the army."

I asked Pat if he had the hundred about his person, whereupon he exhibited a roll of bills. I presented my note. He paid it, and we all went our way rejoicing. Pat recovered. He had a large family and a good farm.

An interesting set of people inhabit some of the mountain districts. They take life easy, and usually live to a ripe old age. At a tavern recently, I was in conversation with the proprietor, when a buxom, but scantily attired, miss approached and said, "Dad, yer mind that peaked-nose fellow with the speckled-trout suit on, what came in yesterday?"

"Yes, Sal," replied the old man, "what about him?"

"Wal, he wants two sheets on his bed," said Sal.

"I reckon," says grand-pap, "he's one er them dudes from up no'th, so's yer bettah move my sheet ovah to his bed."

For novelty in the collection business, a West Virginia esquire carries off the dried fruit. We sent him

a note for \$20.00 for collection. In his docket, he entered judgment and a complete description of the note, and then demanded payment. Time went on. We wrote the debtor and J. P. repeatedly. No response. A traveler was sent to collect the money. The debtor claimed he had made several payments, and had the papers to show for it. When asked to produce his receipts, he exhibited several pieces of the note, in all, just three-fourths of it; the debt having been just three-fourths paid. When a payment was made, the squire cut from the note a piece in proportion to the size of the payment—a new and novel idea.



Husking and disking on the farm of C. J. Warner, Waverly, Neb.
Sent in by Val Kuska



CREDITS

By H. S. TURNER, Credit-Clerk, Brandon General Agency

Much has been written and sent broadcast through the columns of THE HARVESTER WORLD, regarding the selling of our goods. Articles have come from the pens of the employers and the employed; from the man right next to the consumer, up to those who have the worries and cares of a larger share of the company's welfare.

In proportion to its great prominence in the life of the I H C today, however, comparatively little has been said of credit work. In the estimation of the writer, this branch of the business is most important, and consequently the responsibility resting upon the shoulders of the one who has it in hand is likewise great.

The credit-clerk must be a man of imagination and foresight, yet extremely practical. He must be a quick thinker. He must be able, from a few facts placed before him, gleaned from various sources, to decide if

the customer is a safe risk. He must be able to deduce from the statement of a man's land and chattels whether his assets or equity is sufficiently strong to prove him worthy of the trust we are asked to repose in him. In short, he has to be an all-round man—a makeshift will never do justice to credit work.

The primal purpose of these lines, however, was not to eulogize the credit-clerk and his work, nor to raise him and it in the estimation of our readers. Rather, it was commenced with the idea of making a plea to the actual selling force to pay more attention to the credit side when, or before, closing a prospect. That little word "credit" is the crux of the whole matter, and upon it rests the future success of our business. As we minimize its importance, even so must we lose profits.

There should be perfect harmonious co-operation between the canvasser, the blockman, and the credit-clerk. That old-fashioned, rusty idea that the credit-clerk is a knocker and a killer of business, is dying out, and with it that antagonism that used to exist between the two.

The men in the field are getting more and more to realize the proper conception of the business, and feel that the credit-clerk is a part of the selling force, and an asset to them in their personal selling; and in the same way the credit-clerk feels that the outside men are a part of the credit department, and uses them as such.

May we all ask for reciprocal "trade" relations along this line? What must they be? The salesman should have a standard and should be sure of a man's ability to handle the payments before he sells him. He should look further ahead than his salary cheque or his annual bonus. The credit-clerk must trust the field force, and if necessary, and there are many ways, educate them regarding these matters. It does good for us to talk them over when we get together for our instructions. It also helps very materially for the man behind to impress these things with proper emphasis individually.

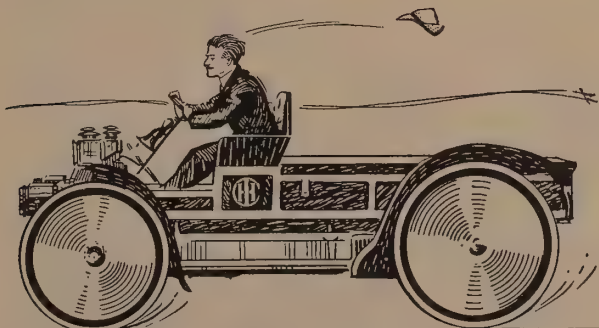


AN AVERAGE

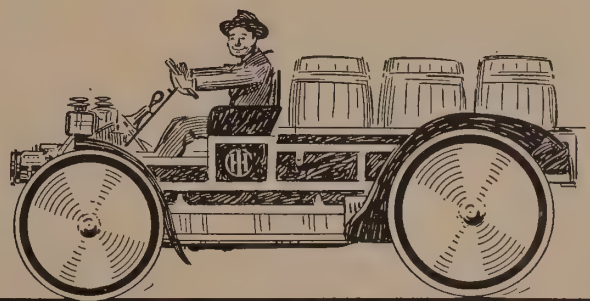
A Western Representative in Congress was talking one day of his record while in that body. "I'm not ashamed of it," said he. "I think I've done very well, on the whole. When I reflect upon it, I am reminded of an epitaph that I once saw in an old burying-ground, in a country town of my state.

"This epitaph devoted a verse of four lines to the virtues of the good man who lay beneath the stone, and concluded with this line in prose:

"He averaged well for this vicinity."



"DRIVING A BARGAIN"



"AS A MEANS TO AN END"



A FEW LINES FROM BANANA BELT JOHN

By J. A. BROOKBANK, General Agent, Calgary, Alta.

We have been exceedingly busy with our big harvest this year, and consequently have neglected to send any items to THE HARVESTER WORLD, or did not find time to do so; at least it is not because I get tired dragging around those Number Twelves, that our good friend, Brother Jones, had so much difficulty pulling over the line for me. (See the September issue of THE HARVESTER WORLD, page 20.) You know I do not stack up as much in my literary efforts as I do on shoes, but at the same time I appreciate THE HARVESTER WORLD so much that I feel it is necessary when possible to give it a boost along with anything from this neck of the woods that can be made use of.

It is reported that "Twilight Willie" McCallum of the Edmonton General Agency, is having some domestic affairs to settle with his better half, on account of his alleged frivolities with the girl who checked hats at the Royal Alexandria Hotel at Winnipeg at the recent Winnipeg plowing match. A number of prominent gentlemen connected with this institution, who were attending the contest, made a strong bid for similar honors. Most wives would be proud of their better halves for such attainments if they were familiar with the line of competition that was in attendance.

Notwithstanding the fact that the business in this general agency for 1910 was split squarely in two when the new general agency was established at Lethbridge, Alta., we are going to beat last year's volume of business with the territory that we have left this year. I also understand that our good friend, "Shortgrass" Charlie McClenaghan, *charge de affairs* at the general agency at Lethbridge, is experiencing the same delightful increase in trade; which all goes to show the wisdom of our good friend Jones in splitting the territories up and getting closer to the business. We do the same things in blocks, and find that it gives the same results.

I hope you will find it convenient to visit us at some future time; and let me extend to you, right here, a very hearty welcome to our city and the hope that you will take advantage of the first opportunity that presents itself, to get out into the great Canadian West and see those wonderful developments that you hear about from time to time.



WAY DOWN EAST

A Letter from LEWIS FORD, Blockman, to R. V. Board, General Agent, Boston, Mass.

We read of hard and easy deals in THE HARVESTER WORLD. The writer's ability in getting the hard ones we sometimes think is limited. Necessity compels him to hunt up some easy ones in order to keep the monthly checks coming.

A short time ago, I learned, while looking after business, of a merchant ten miles out from a large town, who had on his floor several different makes of cream separators for the purpose of selecting one for his own use. The territory that I cover is small—only 50 x 250 miles in area—but I had the time to drive out to see him. When I arrived, I found three other makes of cream separators on his floor—the I H C that I took with me, made the fourth one. I succeeded in making a contract with him, selling him the one I delivered to him, as well as another one for a sample. Naturally the other machines were returned to those who furnished them for him to use, and you will see by looking up the contract files at your office, that up to this date, this gentleman has had fifteen Bluebell cream separators, all of which have been sold to the farmers and settled for. He is ready to give his order for five more, as soon as I can get to him. He is a good salesman, and I believe by giving him some more good help that we will dispose of twenty-five separators in that territory this year.



"Twilight Willie" McCallum, Edmonton. "Banana Belt John" Brookbank, Calgary. "Tractor King" Wells, Regina

HONOR ROLL

The ten best agency records for 1911 on engine horse power, tractor horse power, wagons, spreaders, cream separators, hay presses, disk harrows, and automobiles, up to November 11, 1911:

GROUP ONE

Boston, Mass.	R. V. Board
Philadelphia, Pa.	O. H. Browning
Springfield, Ill.	A. H. Leimbrook
Omaha, Neb.	B. L. Rees
Harrisburg, Pa.	John G. Young
Aurora, Ill.	P. J. Goodwin
Parkersburg, W. Va.	N. E. Furlong
Pittsburg, Pa.	E. L. Mayer
Council Bluffs, Ia. } Tie	W. J. Pilant
Helena, Mont.	F. O. Wilson
Buffalo, N. Y.	A. Z. Morse

GROUP TWO

Atlanta, Ga.	M. F. Holahan
Regina, Sask.	W. P. Wells
Charlotte, N. C.	J. C. Robison
Saskatoon, Sask.	R. H. Potter
Indianapolis, Ind. (Os.)	G. M. Logan
Evansville, Ind.	E. H. Hannett
Edmonton, Alta.	W. J. McCallum
Bismarck, N. D.	R. C. Battey
Richmond, Va.	M. B. McNeely
Calgary, Alta.	J. A. Brookbank

GROUP THREE

Memphis, Tenn.	L. S. Jones
Birmingham, Ala.	V. M. Smith
Atlanta, Ga.	M. F. Holahan
Oklahoma City, Okla.	Hugh Donly
Jacksonville, Fla.	E. Fullton
Springfield, Mo.	A. I. Dourgherty
New Orleans, La.	J. T. Keefer
Columbia, S. C.	J. H. Darden
Charlotte, N. C. } Tie	J. C. Robison
Richmond, Va. }	M. B. McNeely
Nashville, Tenn.	G. A. Gartner, Jr.

GROUP FOUR

Kankakee, Ill.	W. D. Adams
Boston, Mass.	R. V. Board
Peoria, Ill.	C. S. Hughes
Wichita, Kan.	P. O. Busselle
Detroit, Mich.	G. S. Ritter
Parkersburg, W. Va.	N. E. Furlong
Richmond, Ind.	I. N. Worth
Lincoln, Neb.	C. E. Haynie
Columbus, O.	A. Crellin
Fort Wayne, Ind.	J. W. Wischart

GROUP FIVE

Lansing, Mich. (Os.)	Walter Sutton
Columbus, O. (Os.)	Allen Millbern
Indianapolis, Ind. (Os.)	G. M. Logan
Jackson, Mich.	Randall Hammond
Milwaukee, Wis.	T. N. Funston
Harrisburg, Pa. (Os.)	N. W. Nelson
Kankakee, Ill.	W. D. Adams
Columbus, O.	A. Crellin
Fort Wayne, Ind.	J. W. Wischart
Minneapolis, Minn.	J. E. Leisses

GROUP SIX

Charlotte, N. C. } Tie	J. C. Robison
Birmingham, Ala. }	V. M. Smith
Jacksonville, Fla.	E. Fullton
Regina, Sask.	W. P. Wells
Columbia, S. C.	J. H. Darden
Memphis, Tenn.	L. S. Jones
Atlanta, Ga.	M. F. Holahan
Saskatoon, Sask.	R. H. Potter
Springfield, Mo.	A. I. Dourgherty
Richmond, Va.	M. B. McNeely
Parsons, Kas.	O. E. Wright

GROUP SEVEN

Regina, Sask.	W. P. Wells
Saskatoon, Sask.	R. H. Potter
Weyburn, Sask.	W. O. Lamb
Grand Forks, N. D.	L. C. Hazlett
Winnipeg, Man.	M. J. Rodney
Bismarck, N. D.	R. C. Battey
Helena, Mont.	F. O. Wilson
Minot, N. D.	C. H. McManus
Lethbridge, Alta.	Chas. McClenaghan
Brandon, Man.	E. B. Gass

GROUP EIGHT

Atlanta, Ga.	M. F. Holahan
Richmond, Va.	M. B. McNeely
Charlotte, N. C.	J. C. Robison
Philadelphia, Pa.	O. H. Browning
Columbia, S. C.	J. H. Darden
New Orleans, La.	J. T. Keefer
Birmingham, Ala.	V. M. Smith
Jacksonville, Fla.	E. Fullton
Buffalo, N. Y.	A. Z. Morse
Albany, N. Y.	M. E. McCullough



NOT A WALKING CONTEST

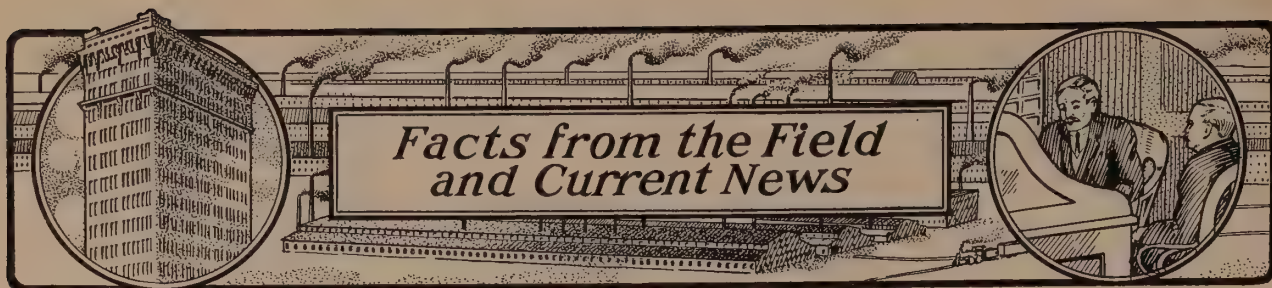
There is a curious story in connection with this picture. A bunch of I H C men, including these two, were on the roof of the I H C building at Atlanta, looking over the switching facilities. Suddenly the telephone on the floor below rang, and some one, evidently receiving an order for a car load of machines, said, "Yes, I'll set 'em up right now." The only part of the conversation heard on the roof was the little sentence about "setting 'em up."

Immediately, both the men in this picture said, "Some one is about to set 'em up. Come on, Pape! Come on, Holly! Atlanta is not a dry town."

And the editorial camera clicked just at that moment.



The way they looked



At the Cedar Falls office, Canvasser H. C. Herbert has been made a blockman.

J. A. Biddle, formerly canvasser at Columbus (Osborne) is now a blockman at that agency.



Farmers' IHC autos parked at Marshall County Fair, Albertville, Ala., 1911. Birmingham territory



Charles A. Dixon, formerly special salesman at Toledo, is working in the same capacity at Cleveland,

Neil Raney, formerly canvasser in the Calgary general agency, has been promoted to blockman.

At Eau Claire R. J. Quast is now a blockman. Mr. Quast was an assistant blockman at this agency.

At the Grand Rapids agency, Samuel J. Hugg is now doing canvassing. Mr. Hugg was canvasser at Peoria.



John E. Cross is doing special sales work at Nashville. Mr. Cross was formerly canvassing for this agency.

Ira B. Dawson, formerly blockman in the Atlanta territory, is now special traveler for West Tennessee and Kentucky.

Jim Collins and C. R. Estes have been transferred from the Mankato general agency to the Minneapolis collection agency.

J. T. Keefer, formerly assistant to general agent at St. Cloud, Minn., has been appointed general agent at New Orleans, La.

At the Memphis office, J. W. Garner has been given a block. Mr. Garner has been doing assistant block work at this agency.

B. W. Slack, formerly traveler under the Calgary general agency, has been appointed assistant to the general agent at that office.



An IHC Corn Picker in the field



C. C. Cooper, who for two years has been blockman at the Salina general agency, is now special traveler on tractors and threshers at the same place.

Ed Young, assistant warehouseman for Mankato, is back at work after a severe siege of typhoid fever. Ed says it is impossible to keep down the "Johnny Bulls."

Guy R. Grant, of the Mankato office force, has been promoted to assistant cashier's place, and Louis Recker has been advanced to Mr. Grant's former position of bill clerk.

S. M. Truax, formerly a canvasser for the Mankato general agency, has just returned from the Milwaukee Works, and in the future will work as "special" on Cream Harvesters.

Louis Trautwein, formerly of the Toledo, O. office, has cast his lot with the great and growing Canadian West and taken a position on the office staff as property man in the Calgary general agency.

A. J. Johnson, formerly engine and thresher salesman at the Grand Forks general agency, has taken a position in the same capacity under the Calgary general agency, moving his family to the "banana belt" of Alberta.



Franklin Briggs, one of our auto agents, Woodbourne, Pa.



John Britton, formerly canvassing for the Grand Rapids office, is doing special sales work at this agency.

A. N. Robertson, cashier at the Calgary, Alberta, office, has been transferred to the position of blockman.

J. E. Mann, formerly a canvasser at Weyburn, is now in charge of a block.

Andrew W. Howe, formerly canvasser at London, has been given a block at this agency.

Joseph G. Batzler, formerly a canvasser at Green Bay, is now a special salesman on tractors.



The old and the new. IHC auto wagon meets a native Florida delivery just outside of Jacksonville



R. F. Cundal has been given a block at the Weyburn agency. Mr. Cundal was formerly a canvasser.

Oswald McDonald is doing the advertising work at Spokane. Mr. McDonald formerly worked in the warehouse at this agency.

Hill Chesney of the office staff of the Calgary, Alberta, general agency, has been promoted to the position of assistant cashier.

H. E. Mosher, formerly of the Mason City office force, is now working at Fort Dodge.

J. H. Sissons, formerly an assistant blockman at Weyburn has been given a block at the same agency.

Edgar E. Jones is employed temporarily by the Sioux Falls collection agency. Mr. Jones was formerly an assistant blockman at the general agency in Sioux Falls.



I H C Cream Harvester Float at Stuttgart, Ark., carnival. Picture sent in by L. S. Jones, Memphis, Tenn.



Fred G. Peterson, or "Uncle Fred," as he is better known, who has been special tractor and thresher salesman at the Salina general agency for the past two years, has been appointed tractor and thresher traveler for the Southwest Division.

J. R. Tyler, former assistant blockman at the Salina agency, has been assigned a regular block, taking the territory on the Missouri Pacific R. R. formerly handled by J. C. Eyer. Mr. Eyer has been transferred to the McPherson block.

A new general agency has been established at Quebec, Province of Quebec. This office opened for the receipt of mail and supplies on November 15, 1911. A. W. Quinn has been appointed general agent.



MARRIED

At the home of the bride's parents, Mr. and Mrs. C. W. Dawson, at Culver, Kansas, Wednesday, November 8, Miss Grace E. Dawson and Hiram Urban Lester. Mr. Lester is employed as cashier at the Salina general agency.

At the home of the bride's aunt, Mrs. Thomas Code, Grand Rapids, Michigan, Thursday, Oct. 19, 1911, 10:00 p. m., Miss Bertha Murray, of Bailey, Michigan, and Leroy Cannom, of Grand Rapids. Mr. and Mrs. Cannom are at home to their friends in their newly furnished home at 165 Highland avenue.

Mr. Cannom is advertising clerk at the Grand Rapids general agency.

At eight o'clock on Monday night, two popular members of the staff of the International Harvester Company of America were united in marriage at Grace Methodist church, Oklahoma City, Okla. The contracting parties were Miss Pearl Van Iderstein, of 144 Morris street, and Charles A. Anderson, a traveler for the Company. Mr. and Mrs. Anderson left on the midnight train for Banff, and on their return will reside in the McLean block.

Mr. Craig Pigman, assistant repair man of this agency, is following the example of many of the other International boys, and this week signed a life contract with Miss Freda Johnson of Vining, Kans.

According to "Banana Belt John," H. M. Lull, in charge of the Repair Department, Calgary, Alta., has taken unto himself a wife, thereby entering from single cussedness to double blessedness.



Jordan Carleton, Blockman, W. M. Minor, Salesman, of Kentucky, and E. L. Barker, of the home office



ANNOUNCEMENT

The engagement is announced of Maurice M. Leach, head of the Repairs Department at Boston, Mass., and Miss Jessie Smith, of Somerville, Mass. Miss Smith is a graduate of Radcliffe, and one of the season's debutantes. The Boston office calls attention to the fact that Miss Smith is at present taking a course at Simmons College of Domestic Science, and expresses the hope that other members of the Bachelor Department will follow the precedent established by Mr. Leach.

ONE USE FOR AN I H C ENGINE

We reproduce herewith a photo showing a pulp wood unloader and distributor owned by the Kimberly-Clark Company, at Niagara, Wis. This plant is operated with one of our 25-horse power double cylinder engines.



This is one use to which the Kimberly-Clark Co., put I H C engines

The lower platform in front of the box cars is about 500 feet long; the high trestle 1,000 feet. Pulp wood is drawn from cars into a trough on a low platform, whence it is carried by an endless chain upon the trestle, dumped, thrown into the river and floated to the paper mill.

Inasmuch as the engine is out of sight in the small house under the trestle, you can not see much of it but it shows the various uses to which our engines are placed in G. W. Wilson's territory.



STILL IN THE GAME

By HERVEY KUHL, Flemington, N. J.

The accompanying picture was taken in the field July 1st, 1911. This No. 11 Osborne binder was sold to J. S. Rockafellow, Copper Hill, N. J., some time in June, 1884. It has cut and bound from 40 to 50 acres of grain every season since. The present owners,



A twenty-seven year old Osborne Binder still in the game

Messrs. J. P. and P. S. Rockafellow, sons of the above, have driven this machine almost every year, which speaks well for both the machine and the owners. They tell me it is doing first-class work, and they expect to keep right on with it. I have been agent here for the Osborne for twenty-five years, and I know the repairs for this machine have been very small; a

new butter canvas, a knotter hook, and a few small things will cover the repair bill. The original elevator and conveyor canvases are still on this machine and in very good condition. If any one can give a better record for any machine, I would like to hear from him.



THE IMPERISHABLE BETTENDORF

A Letter From L. L. CORNWELL, Cashier, Pine Island, Minn.

Gentlemen:—Some time recently, Ralph Dean, one of my tenants living on the farm near here, while crossing a bridge on the Zumbro river with a load of wheat and a three-horse team went through a defective section of the bridge, killing all three horses instantly and escaping with his life by what seemed almost a miracle. He had one of your Bettendorf steel wagons,



This is where Ralph Dean went through with a Bettendorf steel gear wagon. Everything smashed but the gears. They were not damaged a bit

and although it was loaded with probably two and a half tons of wheat and dropped nineteen and a half feet, the running gear of the wagon was not damaged in the slightest degree, the box, seat, and tongue being the only broken parts. I wish to heartily thank you for your liberality in furnishing new parts, to take the place of all broken parts.



A VEGETARIAN COME-BACK

Answer to proverb in last number (Meet each day's irritations with smiles):

If you want to meet each day's irritations with smiles,

Don't irritate your smiles each day with meat.

HUGH DONLY GETS HIS

Clipping from the Daily Oklahoman, Oklahoma City, Okla., Oct. 30

An event which will long be remembered by those who were present took place at the home of Mr. and Mrs. L. C. Stacy, 1528 West Thirty-third street last Friday evening.

An elaborate dinner was prepared by them in honor of Hugh Donly, 229 West Ninth street, on the occasion of his fiftieth birthday anniversary.

After dinner, during the progress of an interesting bridge contest, employes of the International Harvester Company of America entered, completely surprising their chief.

It was an additional source of pleasure to the employes to find, upon reaching the Stacy home, that Mrs. Donly was as completely surprised and as appreciative as her husband.



This parade across the park is where Gentz & Voigt, dealers at West Salem, Illinois, are delivering a carload of spreaders



HARVESTER AUTOS N WOOLLY WEST

Clipping from "The Times," Milwaukee, Nov. 4, 1911

W. E. Brown, the camera man, has just returned from a trip west, out fifty-seven miles by team from Maderson depot, Wyoming, in the Big Horn Mountains, where he went to visit a friend and to do some hunting. In that district, elk, deer, badgers, wolves, and coyotes are numerous.

He found the homes of the ranchers modern, with heating and hot water service for baths. One night he walked, wearing the big rancher boots, some seventeen miles on ties, down the mountain behind a lumber train. While hunting, he slept in tents with snow on the out-

side. He saw a number of Harvester autos which, out there, seemed the only car which would stand the racket. The people are very hospitable and wanted him to visit their homes. One and two dollar bills are scarce, and money fetched a much higher interest than here.

He lost some fifteen pounds on his trip, but feels fine, and is glad he went.



An IHC auto wagon drawing truck on which is loaded a wrecked buggy



DELIVERY BY MOTOR

Clipping sent in by Aurora, Ill., Office

If you see a neat-appearing, attractive auto truck pull up in front of your neighbor's home and the grocery boy run in the house with the baskets just about an hour before you even think of getting yours, you can know that your neighbor trades at the J. E. Seepe grocery.

Mr. Seepe has purchased a 20-horse power International vehicle and made a thorough trial run yesterday. The streets in the outlying sections were in bad condition after the rains, but in speaking of the trial today, Mr. Seepe said: "The truck did fully the work of three wagons, and so far has proven more than satisfactory."

Now that Mr. Seepe has taken the lead, doubtless it will be but a short time until a number of the other grocers will fall in line.



This is the way Charles Nelson, McCormick dealer, does business in Marion, Ind. He sold 20 McCormick binders in one county, besides a large number of mowers and manure spreaders. Mr. Nelson was assisted by "Bill" Hayes

The Harvester World

A magazine published by the International Harvester Company of America.

Issued monthly under the supervision of the Advertising Department. Sent free to all employees who will send their names and addresses to the Advertising Department.

Items of interest, photographs, suggestions, and write-ups are solicited from all employees in any branch of the service.

DOUGLAS MALCOLM, Editor

THE HARVESTER WORLD

Harvester Building

Chicago

VOL. 2

CHICAGO, DECEMBER, 1911

No. 15

The famous tri-color flag of the IHC—the two Hughes in Chicago, and the third in Peoria.



This number is larger than usual. We feel more expansive at Christmas time—about four pages more expansive.



Have you all read "The Story of Bread?" If you haven't, you ought to send for it because you are missing something.



As a warning—when picking out that box of Perfec-tos, do not let your wife do the shopping. The Editor never lets his wife do any of his shopping.



Our almanacs are on the way—one for about every third farm. Last year, one of our general agents said he could trace enough sales directly to this almanac to pay for his entire advertising appropriation for the year.



We have been trying to think of some new way to express the Christmas greeting we want to extend to all of you. Perhaps after all there is nothing better than the time-honored MERRY CHRISTMAS.



It is hardly necessary for us to advise our own men and that big army of loyal I H C dealers to reserve their judgment on the reports about the Company which now and then appear in the papers, until they are made acquainted with the facts exactly as they are, and not as they are frequently emphasized by the press. For the Missouri case we draw your attention to the article in this issue on page 4, entitled "The Missouri Decision."



KEEPING EVERLASTINGLY AT IT

In a recent personal letter to the Chicago office, appeared this sentence:

"The low price of cotton down here has made selling wagons a mighty tough job, but we are keeping them all in line. They cannot down 'Yours Truly.'"

This was not written as a boast. It was merely a spontaneous remark from the type of man to whom the idea of giving up, never occurs. It is the type found mostly among successful men. The men who plod steadily along always aim toward a certain goal. These men never dream of quitting. The thought never strikes them that it is possible to quit until they get what they

are after. Many men rise to great single achievements when under the stress of excitement, but it is the prolonged steady service, the endless delving, and the incessant application to one thing, which usually lands one in the high places.



LEST WE FORGET

We, of the American Continent, are apt to over-estimate our own importance. The great northwest is known as the "bread-basket of the world," but read President McCormick's *resume* of the foreign situation, observe the wide range of our foreign trade, and mark his statement that "Russia is the great prospect of the International." Notice the articles from Australia which appear from time to time in our Foreign Department. Australia, too, is undeveloped territory.

America is a great country and we are a great people, but it is well occasionally to take unprejudiced stock of ourselves in comparison with our contemporaries lest we become over-confident and vain-glorious.



IF VOX POPULI WERE ONLY VOX LEGIS

We herewith reproduce a letter written to Cyrus H. McCormick by Charles F. Mills, president of the "Farm Home" a well known influential agricultural journal.

"We have read with much interest your convincing article headed, 'Our Attitude' in the November, 1911, issue of THE HARVESTER WORLD.

"Said article, with your approval, will be published in the next issue of the FARM HOME.

"No farmer familiar with the excellent business methods of the International Harvester Company will question the integrity and patriotism of the Company in its endeavor to promote the best interests of all engaged in agricultural pursuits."

This letter expresses the sentiment pretty well universal among all those who know the spirit regarding our Company. It is the sentiment which one finds everywhere when talking with the people who have come in direct contact in a business way with us, either as vendors of our machines, users of our machines, or as competitors.



SPECIAL NUMBERS FOR 1912

The special issues of THE HARVESTER WORLD are tentatively announced as follows:

HARVESTER WORLD—SPECIAL NUMBERS FOR 1912

January - New Year's Number

February - Dealers' Number

March - Farm Science Number

April - Repairs Stocks and Warehouse Number

May - Advertising Number

June - Salesmen, Blockmen, Canvassers' Number

July - Works Number

August - Welfare Number

September - Foreign Field Number

October - Raw Material Number

November - Miscellaneous Number, Fairs

December - Christmas Number

We wish every man would cut this announcement out and paste it on his desk. And then about six weeks before the particular number in which he is interested is scheduled to appear, sit down and write us a good thousand-word article on some phase of the subject.

CURRENT ADVERTISING

Reaping Where We Have Not Sown



THE other day, so the reports state, a certain New York woman, during a temporary cessation of marital amenities, hurled a tea-pot across the room aiming, to the best of her efforts, in the direction of her husband.

Owing to possible hereditary influences on the maternal side, this deadly domestic projectile left her hand at an angle of forty-five degrees laterally from her husband, missed him, and went crashing through the window, striking a burglar in the act of breaking and entering a neighbor's flat across the air-shaft. Not expecting any attack from this quarter, the burglar was knocked to the ground where he was easily captured by the police.

⊗ We recount this little story not to belittle the marksmanship of the lady. (We have a lady proofreader who can hit a dime with an ink well at forty paces, and the stenographer who will copy this has a hat pin forty cubits long.)

⊗ Far from it.

⊗ Our object is to make an analogy between the marksmanship of a woman and advertising.

⊗ Our premise is, that, like a missile from the hand of a woman, you never can tell where a little advertisement will ultimately land.

For instance, a certain dealer in a small Kentucky town who sold I H C Columbus wagons, placed a fair-sized advertisement to that effect in his local county paper. This paper had a circulation of about twenty-five hundred, confined, presumably, to the county in which it was published.

A thousand miles away, down in Texas, was a farmer who was just selling his goods and chattels preparatory to moving up into Kentucky, where he had inherited a farm. In his day, this man had owned Columbus wagons.

A friend of his sent him a copy of this local Kentucky paper, and the first thing which met his eye was the advertisement for Columbus wagons. His next move was to telegraph the dealer to have two Columbus wagons at the railroad station ready for the

teams, waiting for him the day he was to reach the town. The check for the two wagons followed by mail.

⊗ Imagine that dealer's surprise when he found where that particular advertising shaft had landed.

⊗ Even more remarkable than this is an instance contained in the letter printed below, from W. J. Hunter, an I H C traveler from the Harrisburg, Pa., office.

"While on a trip recently the I H C button on the lapel of my coat was noticed by a clerical-looking gentleman, who asked me if I was working for that company. When I replied in the affirmative he said that he had recently come from Africa, and he certainly did appreciate the advertising matter of the International Harvester Company of America. In making the natives understand what the white man's God has done for him he makes use of our several catalogues and the almanac almost exclusively, contrasting the work of the tools used by the natives with the work done by the different machines, and explaining to them that their heathen god has done nothing like this in their interest.

"It is a long throw from Africa's shore to the Keystone state, but saving souls in the Dark Continent and saving crops in Pennsylvania are both work that the worker may be proud of. May the good work of the Advertising Department never grow less."

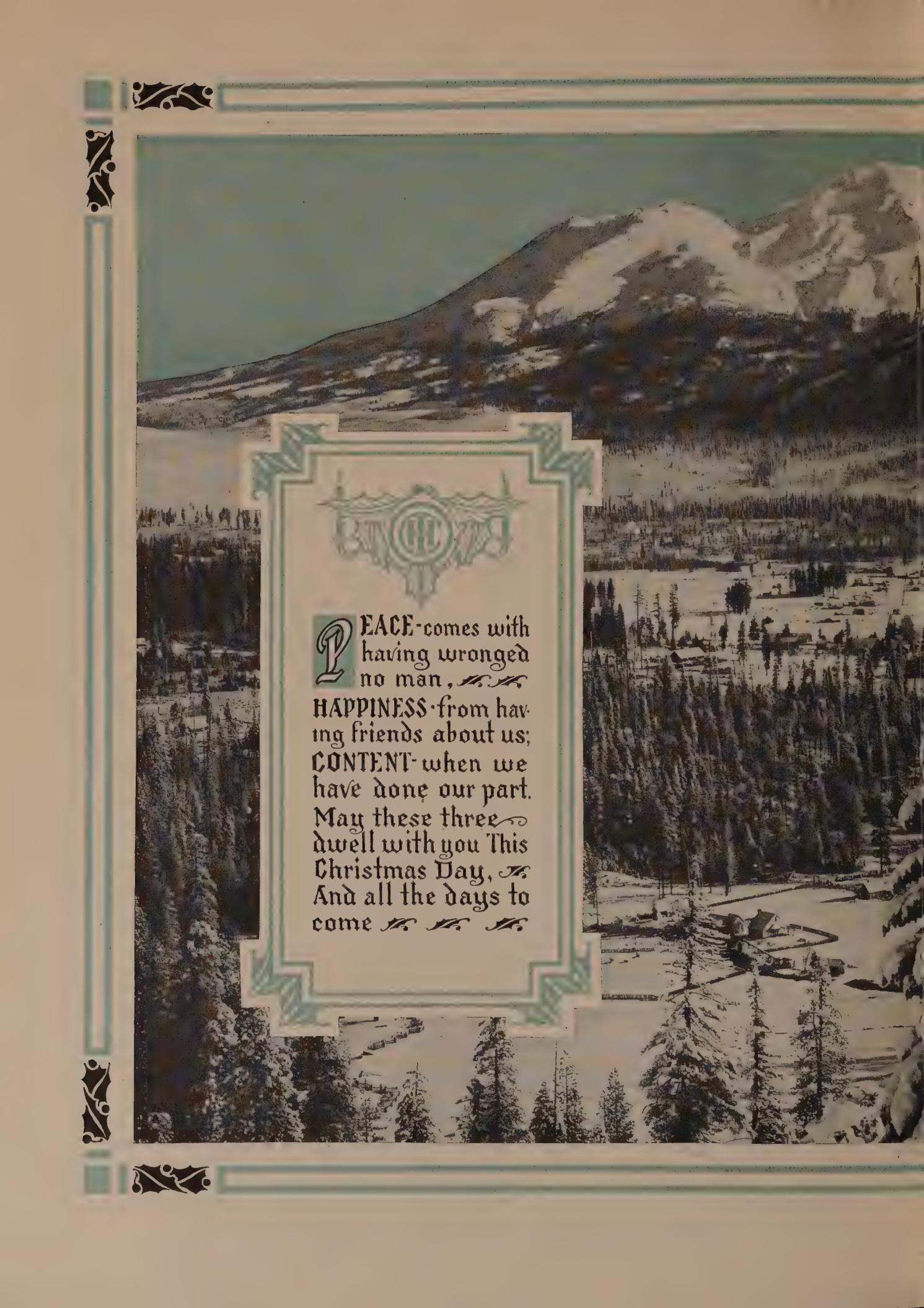
⊗ We have often voiced the sentiment that I H C machines are great missionaries of progress, but never before have we been made to realize that those young men at the Chicago office who write the I H C catalogues are concealing beneath a seemingly worldly exterior a deep missionary purpose in a more ecclesiastical sense.

⊗ Up to this time, also, we have not been fully alive to the truth that our Experimental Department is so directly under divine guidance. We are, however, glad to know this.

⊗ Who knows what some random reply to one of our advertisements may yet bring forth?

⊗ Maybe we will learn some day that a stray copy of THE HARVESTER WORLD has inspired a general agent or a member of the executive force to write a good article about one thousand words long, and enclose with it his picture, prior to our having to ask him to do it.

⊗ We say again—Who knows?




PEACE comes with
having wronged
no man, 
HAPPINESS from hav-
ing friends about us;
CONTENT when we
have done our part.
May these three
dwell with you This
Christmas Day, 
And all the days to
come   





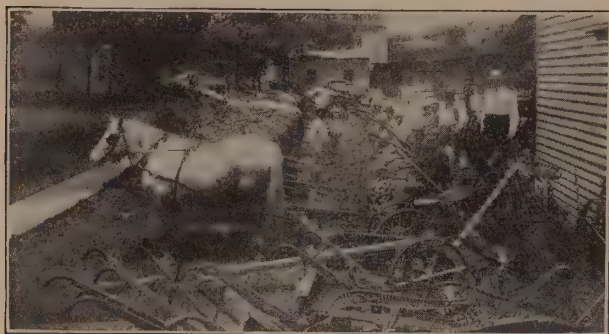
Our Dealers and their Work



PUSHING THE MOWERS IN NEW YORK

A Letter from A. Z. MORSE, General Agent, Buffalo, N. Y.

Here is a splendid photograph showing a delivery of twenty McCormick mowers, by our agent, Joseph Ireland, of Perry, New York. Mr. Ireland and his son



Delivery day of Joseph Ireland, Perry, N. Y.

stand midway in this picture and Blockman C. H. Nichols at the extreme right.

Considering the dry season we had and the poor hay crop, Mr. Ireland is to be congratulated on his sales. He sold a nice lot of side delivery rakes, hay loaders, and twelve binders, which do not appear in this photograph. He is one of our enthusiastic McCormick agents.



A HUSTLING FIRM AT BATESVILLE, INDIANA

Extract from a local paper

Not long ago William Krieger and son Randolph, assisted by W. H. Biddinger, salesman, and C. R. Marimee, expert machinist and operator for the International Harvester Company of America, unloaded two carloads of agricultural machines consisting of five corn shredders and a portable gasoline engine.

Every implement was sold and the purchasers were present with their teams or traction engines to take their purchases home. Before starting home, they all

pulled up in front of Krieger & Son's place of business where the whole outfit, including several bystanders and the salesmen, was photographed by Jacob Bohland. Each purchaser was seated on his machine and at the last moment Krieger's famous automobile was run into the picture.

Krieger & Son have sold a total of eight shredders and two portable gasoline engines.



A SALES RECORD FROM IOWA

By J. D. EGGLESTON, Canvasser from the Council Bluffs Office

Nels Mortensen, I H C dealer at Hamlin, Iowa, is unloading and setting up eighteen Corn King spreaders, twelve I H C gasoline engines, one 2-hole sheller, one feed grinder, two corn binders, and five pump jacks. These machines were all sold in one week, and are being delivered as fast as they can be set up.

None of these sales were very easy—none of them



Spreader Delivery by Gust Naze & Son, I H C dealers at Bear Creek, Wis.



very hard—but they all had to be shown. We talked quality, first, last, and all the time. Mr. Mortensen is convinced that it pays to canvass.



Delivery of Huskers and Shredders by William Krieger & Sons, Batesville, Ind. Cincinnati, Ohio, General Agency



Delivery of fourteen Corn King spreaders by C. S. Lee. Aneta, N. D



A corn binder delivery, St. Cloud, Minnesota



One 25-H. P. and one 20-H. P. tractor and two Aultman-Taylor threshers sold by Day Mercantile Co., Bantry, N. D



A carload of spreaders sold by Geo. B. Gibson, Rising Sun, Ind. These men are loyal and successful Deering agents



Williamsburg, Iowa, dealer. Photograph sent by H. E. Sanders, Grinnell, Iowa



Plowing thirty acres a day on the farm of A. V. Perks, Forward, Sask.



The way the Warren & Niles Telephone Co., adapt an IHC auto wagon to their use at Warren, Ohio



N. W. Getts in his IHC 30

THE HARVESTER WORLD AS AN INQUIRY BRINGER

Mr. C. A. MORRISON,
Salina, Kan.

DEAR SIR:— *Re* attached clipping from THE HARVESTER WORLD for October.

Will you kindly state what kind of a motor press this is, and say what kind of fodder was being pressed when this record was made? Also give size of baling chamber and greatly oblige,

WM. H. PEACHE,
Agent I H C Co.

OSBORNE, Man., Oct. 16, 1911

WM. H. PEACHE,
Osborne, Man.

DEAR SIR:— We are in receipt of your letter of the 16th inst., and note that THE HARVESTER WORLD is being read by the I H C agents in your part of the country as well as in this.

This run was made with a regular International motor baling press, 14 x 18 bale chamber, with self-feed attachment, pulled by a 6-horse power I H C Famous hopper cooled engine. The material baled was alfalfa in good condition.

If you have any demand for any of these machines in your territory, we would advise you to investigate the International, as we have five of them in the territory immediately surrounding Salina, and every one is doing all that any person could ask of it.

C. A. MORRISON, Gen. Agt.

SALINA, Kansas, Oct. 20th, 1911



DELIVERY DAY IN ALMA, MISSOURI

By W. S. YANCY

We are enclosing a photograph sent us by the Alma Hardware & Implement Co., Alma, Mo. On June 10, 1911, this firm had a delivery day, at which time they delivered to their customers twenty-four Deering binders, four Deering mowers, one I H C hay baler, five

I H C gasoline engines with pump jacks and 5,000 pounds of Deering twine. They also, at the same time, delivered quite a quantity of other goods in the way of buggies, washing machines, etc. Lunch was served at noon and music was furnished by the Blackburn band.

The Alma Hardware & Implement Co. are very enterprising agents and have delivered many more I H C machines of various kinds.



House Moving in California with an I H C Tractor



EARLY EXPERIENCE OF AN OLD SALESMAN

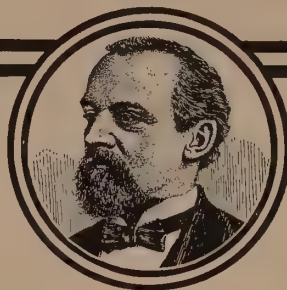
A Story on Lock Ireland

Lock Ireland commenced selling McCormick machines in Marion county, Ohio, about 1883. In making his initial sale of a twine binder and explaining the merits of the machine which he was showing to his prospective customer, he pointed to the discharge arms on the binding attachment and said, "That is the greatest improvement ever made on a twine binder." Asked by the prospective customer what it was for, Lock stammered and stuttered a while and finally said, "Well, I'll be darned if I know." The admission was so honest and frank that the prospective customer signed the order immediately, leaving the rest to Lock.

Lock knows now what the discharge arms are for. And he also knows what the spark plugs on an auto wagon are for.



This is the way the Alma Hardware and Implement Company of Alma, Mo., are doing business with the farmers in their vicinity
Nothing small about the crowd



CHARLES A. PILLSBURY
1842—1899

CREEDS OF GREAT BUSINESS MEN



CHARLES A. PILLSBURY was a miller, and a right good miller he was. McCormick made the reaper that cut the wheat, Deering added the twine that bound it, Hill built the railroad that hauled it, and Pillsbury perfected the mill that ground it. Thus our daily bread—plenty, cheap, and good—traces back to the genius of many men.

Mr. Pillsbury was born in New Hampshire, drifted to Montreal, and in 1869, arrived at Minneapolis. Not many of the world's great business men have been college graduates. Pillsbury was an exception.

He started with a small stone-burr grist mill, and ended by building what even unto this day is the largest and most perfect flour mill in the world. He climbed from an output of 200 to 35,000 barrels a day. It is a big job to organize a system that will gather and pour into the hoppers 175,000 bushels of wheat a day. And then, just for good measure, he made possible the co-operative cooperage industry of Minneapolis, and was the first to give the business world an example of profit-sharing with employees.

We end right only by beginning right. This famous miller studied flour from the time the wheat was planted. The keynote of the Pillsbury character was "perfection". He believed that a thing was not good enough until it was the best. His entire life was spent in making a better mill; then, better flour; then better employees; and then better markets.

By his study and perseverance, which brought success and stimulated competition, wheat raising was given a mighty boost. Through the farm is the short cut to all the world, and so, like others who have helped to pull agriculture away from the pointed stick, the sickle, and the phases of the moon Pillsbury lives as one of humanity's great benefactors.



PERFECTION is the I H C slogan. An I H C machine never is believed to be good enough until it is proved the best. Much money and more work have made the I H C line of machines as near perfect as machines can be made. Every part is studied from the time the ore is mined and the timber cut.

Dealers who sell the I H C line are sure of satisfied customers—no other kind ever build a substantial business. And the line is complete. That is a great thing for any dealer.

If a farmer wants a harvesting, haying, or corn machine, a cream separator, hay press, manure spreader, gasoline engine or tractor, a wagon, a motor vehicle, or a tillage implement, just the right size and designed to meet and overcome peculiar conditions it may be selected from the I H C line.

Then comes the backing of our selling plans. This is the important point. Most companies sell a dealer a bill of goods and then leave him. We stay with him, and help him to sell all we sold him. We put back of our dealers not only our big advertising and publicity, but actual salesmanship.

Write the nearest general agent, or blockman, or the Chicago office, and give us a chance to show you just how our plan works for your success.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)

CHICAGO

U S A



THE FOREIGN FIELD

BUMPER CROPS AND CROP FAILURES IN RUSSIA

By A. H. SCHWARZENBACH, Manager Samara Branch

This subject seems the most appropriate just at this time for the reason that, in 1910, we had good crops in a large part of our territory, while in 1911, the crops are practically a failure in nearly all of our territory.

In Russia, as elsewhere, a bumper crop means prosperity, and especially so to the implement dealers, as then it is usually only a question of whether the supply of harvesting machines is sufficient to meet the demand. I dare say, that should there be in any one year bumper crops in all of Russia, including Siberia, there would not be anywhere near enough machines to supply the demand. So it was with us in 1910. We did not have machines enough to supply the demand, but were lucky enough to be able to obtain additional machines from other territories in Russia, where crop conditions were not so good. Naturally, this is the same the world over; the only difference is that in Russia the distances are so great, and the railroad facilities so poor, that we often have great trouble in getting the machines to the proper places in time. For instance, we have to get machines by railroad from the Baltic ports, a distance of 1,300 miles, so that it takes from eleven to sixteen days for a car or a train load to reach Samara, and then we have territory where the machines have to be hauled by horses and camels, from 600 to 1,000 miles.

The agents in our territory naturally do not order anywhere near the supply of machines needed for a bumper crop, because crop failures have been quite frequent. It is therefore necessary for us to manage so that we can ship machines quickly from our warehouses.

It is no trick to sell machines when a bumper crop is in sight, as when he has once made up his mind to buy a machine, the Russian peasant will, if necessary, wait a week in town for its arrival. To illustrate how badly they want the machines, we had a case in the city of Samara where we have six agents. None of them had any machines left except the Deering agent who had two binders. Three men came to our office begging for machines, although they knew that we do no retail business here. We told them that the Deering agent, located in the Panskaja street, had two binders left, and it was a sight to see those three farmers start out from our place running a foot race, each anxious to get one of those two binders.

Another case which I will never forget, is that of a peasant who was going to buy a machine from one of our agents in Samara. He had only two horses and a small wagon, his intention being to take the machine home with him set up. As the wagon would not hold an entire binder, and the agent was out of transports, he came and begged us to furnish him a transport so that he could take his binder home. When we told him that it was impossible as we had none, he threw himself on the ground and kissed my shoes, begging me for the transport. We finally managed to make a shift and obtained a transport from another farmer.

One rich estate owner told me last year, after having lost 2,000 acres by hail, that he would be perfectly satis-

fied if this would happen each year, provided each crop would be as good as in 1910. This man owns about 100,000 acres. Another large estate owner living in Samara has each year about 150,000 acres in crop and uses only thirty-five binders, but hires about 3,000 men and women when there are good crops, to cut and bind his grain. A good many times the large estate owners,



Lunch time at a tractor trial near Samara, Russia

although they have binders, do not use them for the reason that help is cheaper than the cost of twine to bind the grain. This is not the case when there are bumper crops, as then help is scarcer and wages higher. The wage is always so much per acre or rather *dessjatine*, which is about two and two-third acres.

The Russian farmers, that is, the peasant farmers, are beginning to use harvesting machines to a greater extent each year. They are also beginning to use drills to sow the grain with, all of which will tend to better the conditions, so that we believe the crop failures will not be as frequent in the future as they have been in the past. The continued hot and dry weather this year was exceptional. Had it been two weeks shorter we would have had fair crops in this territory, as the grain sown with drills withstood the drought two weeks longer than the grain sown by hand. The farmers have noticed this, and we believe that from year to year, as they can afford it, they will buy more drills and discontinue sowing the grain by hand. With this end in

view we are trying to assist them by sending out experts to demonstrate with our disk harrows and disk drills, and we believe with good results, so that you can see we are not discouraged or disheartened by this year's crop failure. We shall continue pushing the business and introducing modern American farm machines, so that crop failures such as we had this year, will be still less frequent in the future, and in 1912, we hope to be able to write a different story as to crops in Russia, and especially in our territory.



A LETTER FROM BUDAPEST — WE APPRECIATE THE KIND WORDS

THE HARVESTER WORLD has grown to be a very interesting magazine, and is really the best means



Going out to gather sheaves

afforded us of keeping in touch with the conditions at home, and the manner in which our American friends

do things. The many good articles, as well as illustrations, by the different general agents make THE HARVESTER WORLD more and more interesting for us.

Business in this little country of ours is handled considerably different from that in the States and we regret not being in a position to furnish such interesting material as we read from the home offices. We are, however, sending in an illustration which shows a large number of McCormick binders drawn by oxen going to the harvest field on the estate of Countess Leopold Berchtold at Arpadhalma, Hungary. This estate consists of about 20,000 acres, and they use about 70 McCormick binders. They were among the first large land owners of this country to adopt the American harvester to cut their grain with. A large portion of the many millions of bushels of wheat grown here is still harvested with the sickle. This is not such a sickle as we know, but merely a hand-made scythe fastened to a straight handle with a stripper which assists in delivering the grain in some kind of a swath.



VIENNA

By P. F. EAMES, Manager Vienna, Austria, Branch

We have succeeded in making a number of new connections, and the I H C is becoming quite well-known. There is a great field here in Austria for our goods, and we hope it will not be long before we will be able to show a very material increase on the different lines. The conditions in some parts of the territory are still such that machines are not generally used, but we trust that our efforts will soon change this state of affairs and that we can eventually depend upon having a large trade in all districts. We are working hard to make a record, and believe we will be successful.

We thank you for your good wishes, and assure you that all the employees of the Vienna organization have the interests of the I H C at heart, and are striving to make it as well and favorably known in Austria as it is in America.



Sales and office force at Rostov-on-Don; Manager, Assistant Manager, and Official Translator in group

THE I H C THRESHING OUTFIT IN THE SOUTH

By W. P. YANCY, Jr., Greenville, South Carolina

The accompanying illustration pictures the delivery at Greenville, South Carolina, of six complete I H C threshing outfits out of a number of thirty-two of these machines sold in our block during the past season.



W. P. Yancy, Jr.

Our territory comprises five counties in the extreme northwest section of the state, and is margined on the north by the picturesque Blue Ridge mountains, the latter having a tendency to create and waft cool breezes over our strenuous campaign for business during the long summer months, which is about the only natural advantage that we have toward accomplishing the desired results in selling goods, since in this section seemingly more laborious effort is required than in any other part of the country. Cotton is everywhere predominant. Di-

versifying crops is little indulged in in this section, but as more modern farming implements are introduced, the greater is the acreage planted, necessitating the use of these improved implements.

When we were first notified of your intention of selling the I H C threshing outfit, we believed we saw the possibility, or we might say, the opportunity, through the pursuance of the right course, of introducing this outfit into our territory, where the necessity for such has long lingered an unsatisfied demand. We also saw that this course required practical demonstration combined with unrelenting, impressive, and conservative action. Formerly, it was necessary for the farmer who had raised a few acres of small grain, to haul his crop four or five miles to a steam thresher, in order to get it threshed; also using another team and wagon to haul the wood he has had to cut and prepare for the steam thresherman. This steam outfit, could not of course, visit the different farmers in any particular section on account of the smallness of their acreage, but would "set down" at some convenient place,—or, perhaps, never leave home,—and invite the farmers to haul their crops to it.

Now, it is different; a new era in the history of farm-

ing in this section has arrived, and the multitudinous advantages of this gasoline threshing outfit are beginning to be realized by the farmers, which has had the natural result of increasing the acreage of small grain; getting the same threshed with comparatively little expense, with no danger from fire, and when they want it threshed. Formerly, many were compelled to wait until their grain had sprouted in the shock, while others failed in their negotiations for mule-power and hired help to haul and cut wood to carry to the steam thresherman. The progress of time has caused the steam thresherman to abdicate his monarchical throne and bow to the inevitable—the advent of the gasoline outfits.

The advantages and uses of this outfit are so many and varied that they would fill volumes, and could not be enumerated within the province of these pages. We sell these outfits with a 6-H. P. horizontal gasoline engine, which gives the farmer ample power on the farm for other purposes than threshing his wheat, oats, rye, peas, peanuts, etc. When we take into consideration the threshing part of this proposition, or call the outfit a "threshing outfit," we seem to lose sight of the fact that this part of the work is merely a beginning, and by no means the end of the work to be accomplished. After the threshing season is finished, the thresher, in a few minutes, can be taken off the mounting, which instantly gives the farmer a portable 6-H. P. gasoline engine with power sufficient to run his 2-roll shredder, his corn mill—making meal for the neighborhood, or by placing a cut-off saw on the rear of the mounting to use it for wood sawing. In fact, the threshing engine does work on the farm such as grinding feed, pumping water, shelling corn, etc., with such a minimum of expense, such completeness, and ease of operation, that no farmer, or club of farmers, in a community, can afford to do without an I H C threshing outfit.

All these things enumerated above, and many more having been put into actual practice, coupled with the indefatigable, persistent, and never-ceasing efforts, which we have endeavored to have characterize our energies at all times, to achieve the greatest results in this business in all lines—enabled us to dispose of this many of these outfits in our block in a single season; absolute settlement having been obtained for each and all of them, and nothing but words of commendation having been heard of the successful performance of the same.

⊗ ⊗

The boss is a pretty wise chap after all—or he wouldn't be boss.

⊗ ⊗



This is how Mr. Yancy lines up his work

CONCERNING DAIRY PROFITS

By E. M. STEVENS, of Minneapolis, Minn.

The high cost of living and of machines necessary to till the farm takes us beyond the old and obsolete methods of farming. It is necessary to obtain the best help possible in order to realize a profit on every article



E. M. Stevens

produced on the farm. More revenue can be saved from the dairy by using the Cream Harvester, which will pay for itself and save many dollars that were wasted by the old methods of skimming the milk. The farmer who hauls his milk to the creamery is the loser by many dollars.

In the past all the milk had to be hauled distances averaging from six to eight miles, and the milk had to be delivered daily. This hauling was found to be a great inconvenience to the farmer, especially during the busy seasons and in warm weather, and the cash returns were not satis-

factory. The skimmed milk which he took home was of very little use by the time it reached his pigs and calves. It was sour, little better than whey, and of little or no feeding value. This plan was too wasteful, and excepting in a few localities, has now been long abandoned.

Then came the Bluebell and Dairymaid hand separators, made by the International Harvester Company and marketed through their agents. The cost of hauling from the farm to the creamery or to town, was reduced from about four cents to less than one cent per pound of butter fat.

Another thing was the feeding value of the skimmed milk, when separated on the farm while the whole milk was fresh and sweet. The skim milk was one of the things that never failed to bring out a strong argument against the creamery business. It was a common statement that skim milk killed the calves and pigs and was not worth the hauling home. The introduction of the farm separator wrought a great change.

In visiting hundreds of farmers who are using cream separators, the writer has not heard one word of complaint on the score of skim milk. Many of them have sold from one-fourth to one-third more butter fat from the same herd after buying a separator. Not that they didn't get pay for all butter fat delivered to the creamery when they hauled milk, but because they did not deliver all the butter fat to the creamery. The skim milk came back from the creamery unfit for the calves, so new milk was fed them instead. This happened often, with the result that the calf was eating butter fat worth from fifteen to twenty cents per pound. When the farm separator was bought, the calves were weaned earlier from whole milk; in fact many of them got no whole milk at all. The butter fat was sold. Then again, many who hauled their own milk had to quit during the busy seasons. They could not spare a team to take the milk to the creamery. Since separators are commonly used, the writer has visited many places where the children deliver the cream and it is

sent as regularly in the busy seasons as in any other. Under the former system, occasionally a can of milk would sour and be returned, and the Sunday's milk could hardly be kept over. With the separator this never occurs. Many farmers were very much surprised to find their monthly checks from one-fourth to one-third larger than they had been before.

When the separator was purchased, the farmer found he could just as well milk a few more cows. He had plenty of cans; he did not have to spend a half day delivering the milk; and, besides, he began to appreciate the profit it meant. The result has been an increased number of cows on the farm and a corresponding increase in income per farmer all over the territory.

The approved and most successful present practice is the creamery centrally located, with stations, usually on railway lines, at which cream is received from the producing farmers and shipped daily to the factory. Every station is in charge of an agent of the creamery competent to sample and test the cream and keep accounts with the patrons. The work of the latter is simplified, because the station operator is ready to receive cream whenever it may be delivered and in any quantity and to care for it properly until it is shipped.

No further argument is needed to show that the farmer who patronizes a whole-milk creamery is paying a very heavy tax for the privilege. He pays it in time, in a loss of butter fat, and in a loss of value of his skimmed milk, which loss can be avoided by purchasing a Bluebell or Dairymaid Cream Harvester.

To show how rapidly Cream Harvesters are coming into use in the new dairying district, at one general agency a few weeks ago the writer covered the territory in company with one of their special cream separator men and 215 Bluebell and Dairymaid Cream Harvesters were sold in eighteen days.



NOT JUST WHAT HE MEANT

A well-known divine was preaching one Sunday morning on the subject of "The Great and Small Things of Creation." To illustrate his thought that nothing was either too vast or too tiny to be of interest to God, he proceeded in these words:

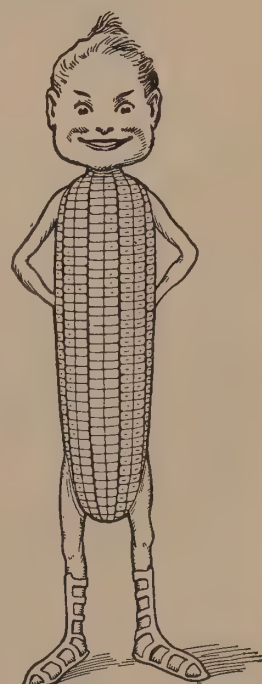
"The Creator of this immense universe created also the most infinitesimal atom in it. The architect of these vast mountains fashioned also the tiniest thread of gold running through them. The God who made me made a daisy."



AT THE DAIRY SHOW

Visitor—You make all these dairy products yourself, do you? Then you're the whole cheese.

Exhibitor (eyeing him sharply)—Yes, sir; I don't clabberate with anybody.



Prosper after attending a husking bee



THE ARTIST IN ADVERTISING

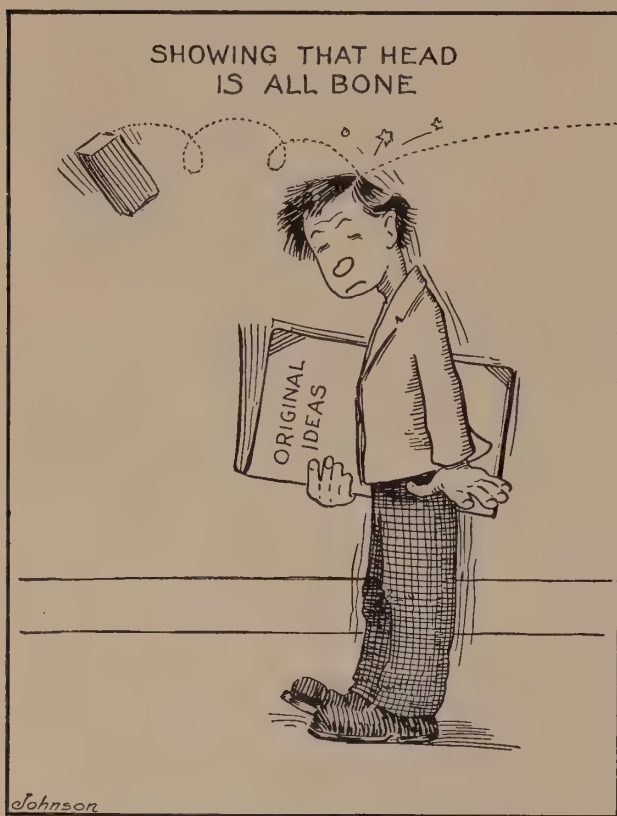
By GLENN V. JOHNSON, of the I H C Art Department

Advertising is considered an indispensable factor in the commercial world, and the present-day methods of newspaper and magazine advertising are the result of years of progress. The advancement made can easily

earnest effort to keep his work modern, he is handicapped by critics whose ideas of art in advertising were gained by gazing at a lithograph printed fifty years ago, which hung in father's barn.

The relation of the writer to the artist is "a little more than kin, and less than kind," for after the artist is given the text or "copy" for a catalogue; after he has designed the cover, made the decorations, selected the best photograph, the paper stock, the style of type, —in fact, everything which relates to the artistic appearance, then—the writer proudly exhibits the finished product as his own.

Artistic instinct and salesmanship are not the only qualities that make up the successful artist. He must appear interested, even though he tremble for fear of losing his job, when some one tells him that "his wife's uncle's cousin's sister's oldest boy can sketch off anybody's picture in a few seconds better than anyone he

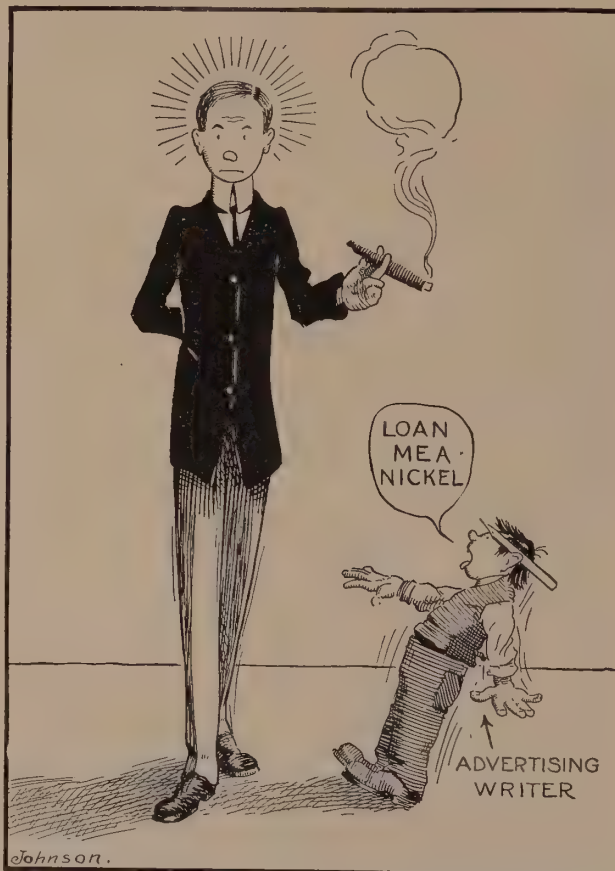


The way the artist looks to the advertising writer

be understood by comparing advertising columns of twenty-five years ago with those of today. The advertiser has learned the value of clever copy and attractive and artistic appearance.

This advancement has given rise to two classes of workers—the advertising writer and the commercial artist. The word commercial, however, will soon be dropped, as illustration for advertising is an art in itself. The works of some of the cleverest and best-known illustrators are found in the advertising pages of the magazines of today.

The commercial artist is no less a salesman than the writer. He must be able to create ideas that will impress the prospective customer, or illustrate intelligently the copy given him. In this he must not only please the eye but intimate in the illustration what will be explained in the copy. If he is a designer, he must make the designs and decorations consistent, and if a mechanical artist, must tell more and better than the photograph. All this is the artist's life-work, to which he has devoted years of study; and yet, in his



Showing artists' idea of relative importance of artist compared to advertising writer

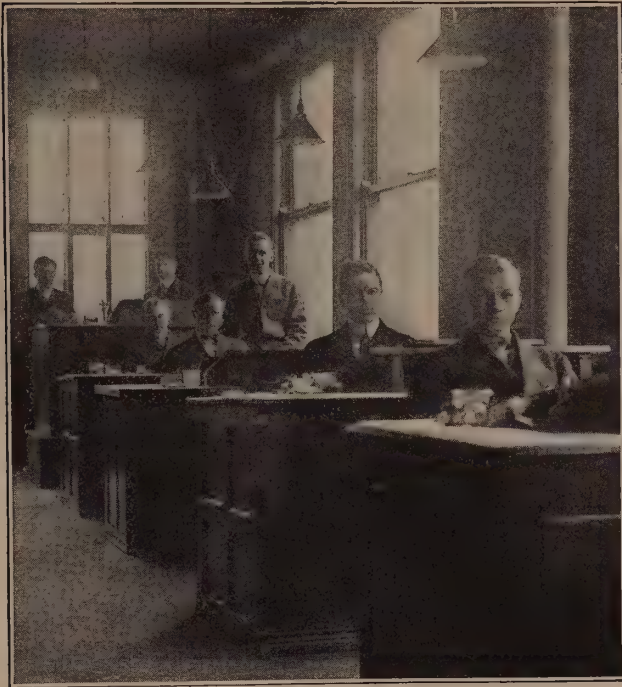
ever saw, and he never had a lesson in his life." He occasionally must tell a husky, twenty-five-year-old fellow, who has traced a comic picture out of the Sunday supplement, that he can probably make more money if he sticks to the butcher business. When he goes home at night, he is called over to a neighbor's

house to mix up some floor paint, because, being an artist, he knows all about paint.

At times the artist is asked to do things that are impossible—for instance, he cannot draw four sides of a house at once and make it look real, nor draw a front-view portrait of a man whom he has never seen, by gazing at a kodak profile picture.

If he is inclined to be a cartoonist, he is in danger of being "mussed up" a bit, because he is not always informed that the man he cartooned would qualify for a white man's hope.

These are only a few of the qualities and trials of an artist, but he works with the contentment and joy of work such as only one who loves his work can know, and takes compensation in the fact that much of the success of advertising is due to him.



The Artists—Top-LINERS of the Department. They are our chief DRAW-ing card. Visit them and see how they ART. They are PEN-ned up in one corner from which they cannot with-DRAW because they are particular about the COLOR LINE. They speak in HALF TONES because their DESIGNS are deep. If they ever touch you once they are sure to RETOUCH you. Their ideas are often in the ROUGH and our advice to them is to BRUSH up a little and everything will come out OIL right.



THE INTERNATIONAL MAN—A TRUE INCIDENT

By MARY L. GOSS

Some eight years ago business took me to Aberdeen, S. D., just at the beginning of harvest. Having a liking for warehouses and loading platforms, I went over in the early morning to the general agency, and after paying my respects to the indoor workers I went outside and sat down on the edge of the platform, swinging my feet and watching the process of setting up a husker and shredder—a Deering make.

After a little time the red-headed man who seemed to be the manager of the job said to me, "Interested in machinery?"

"Just a little."

"Want to buy a shredder?"

"Well, not that kind."

"What kind do you want to buy?"

"If I buy any, I'll buy a Plano."

"You better buy this. It's a Deering."

"Are you a Deering man?"

"Well, not exactly. I worked at the Deering Works about twenty years, but I am an International man."

To this frank acknowledgment there was no answer to make but,—

"Well, I worked for Plano about twenty years and I am an International man, too."

Then I introduced myself and he let me off as a prospective customer and we talked of the early days when Deering was in Plano, but the Plano was still unborn.

Today this red-headed chap dropped into my office and reminded me of who he was by saying, "Do you remember I met you in Aberdeen when I told you I had worked a long time for Deering but I was an International man?"

The whole picture came back to me—I have told it dozens of times—how staunchly the red-headed man defended his family, the Deering, but was a good soldier in the International army and ready to sell a shredder, even though I might not be able to use any machine larger than a coffee grinder.

In the indifferent woman idly swinging her feet he had a vision of a purchaser of a \$650.00 shredder. He has other visions. From the reading of "The Lay of the Last Minstrel" and the dramatic poems written by Walter Scott in that earlier period, he has cultivated romance, rhyme, rythm, and vision, and with the practical instinct of a man who travels he has put into words his own dreams. And he writes verses between times—on the trains, sitting in the hotel offices when the day's work is done, or in the winter interval at the table in the little flat where he with his wife and two lads make home really home—and he writes of the laurel shaded roadside in Virginia, the gods of the Carthaginians, the Roman wall, the clan of Douglas in Scotland, and the specter of famine that preceded the advent of the reaper.

He has left with me twenty-five or more eight-line verses entitled, "McCormick, or the Dawn of Peace." Contemporaneous with this bit of writing, I read a copy of similar length entitled, "Deering, or the Dawn of Fortune."

Who shall say that labor is drudgery, life monotonous and work joyless while the spirit of ambition and the gifts of the "God of the open air" are demonstrated by men like this one? He said, "I haven't come to bring you trouble—you get enough of that," and he had not mistaken his errand. He brought with his verses encouragement, simplicity, and a delightful sense of the humor of the whole problem of life that stimulates one to be up and doing and let your light shine, even if it is lighted by a "red head."

The verses—well, they're not bad. I have read many much worse, but the unquenchable joy of the man is as fine as the finest. The world would literally be ours if there were 30,000 men like this, ready to say—I worked for this, that, or the other, but I'm International, and then have for the side line the "gift that was given."



Employer (to office boy)—If any one asks for me, I shall be back in half an hour.

Patsy—Yes, sorr; an' how soon will ye be back if no wan asks for ye?

SELLING GASOLINE ENGINES

By E. A. ROGERS, Engine Salesman, Detroit Territory

One of the essential things in selling gasoline engines is to be perfectly familiar with the engine; another is to know what the engine will do, and what the prospective customer can do with it in his business, such as



E. A. Rogers

running his several machines, pumping water from a distance, and the other things for which an engine can be used. Here is an incident to illustrate: In calling upon a prospective purchaser one time, he mentioned the fact that he had a well directly in front of his house. He was at a loss to know how to convey the water from the well to the barn without constructing a power house at the well, and that would be very unsightly. He did not like the idea of working a pair of triangles. I immediately set to

work on a plan for this farmer. I first ascertained how deep his well was. I found that the water came within fifteen feet of the top of the ground. I looked over the situation, and I informed my customer that I had a way of conveying that water. I asked him where he would like to have his pump, and so he located his pump about three hundred feet from the well. I told him to dig a blind well at this point, about seven feet deep, and then start at his well, and dig a ditch below the frost line, and slope it to the blind well. At the blind well, I located the pump and put in a run of an inch and one-quarter pipe. That gave me a gradual slope from the well to the pump. This pump was always in prime. With this arrangement, I have been able to sell several engines in my territory, and it is a success.

A great many times the farmer will say to me, "I don't believe that I will ever learn how to run this engine." I retaliate by saying, "My friend, fear is the graveyard of prosperity. You can understand, can't you? You can remember four things, can't you? If you can, you can manipulate our engine with success. If not, you have absolutely no business with a piece of machinery."

Often a farmer will say, "I have no use for a gasoline engine." I then say, "You show me a farmer with no use for a gasoline engine, and I will show you a chicken with a full set of teeth." I proceed then to show him the advantages of a gasoline engine from a business-like point of view. I ask him, "Pumping water, for instance—what will you take to go over to that pump and pump continually for ten hours? Would you take \$1.50 a day?" The answer comes immediately. "No." But I say, "You're doing it," and I proceed to show him that he is. Because, pumping water three-fourths of an hour per day, would total twenty-seven days per year, which at \$1.50 per day, amounts to \$40.50. This is equally true of churning, turning the grindstone, running the washing machine, to say nothing about sawing the wood, running the cutting box, and grinding the feed.

This talk usually convinces the farmer that an engine is a feasible proposition. In my conversation with the farmer, I dwell particularly on the reliability of the I H C engine, the advantages of always being able to get repairs when wanted, and of being able to procure the

services of an expert in case the engine does not work properly.

As to the matter of prospects, I had an occasion to visit the Detroit office, and while there, Mr. Ritter and I had a conversation on the future prospects on engines. I made the statement to him that we were getting pretty well filled up in this territory, and he said, "Mr. Rogers, there are a lot of good farmers up in your country that are prospects." I returned to my territory and went to work, and that fall and winter I sold twenty-two engines in one town, and still there are prospects. I will add here that every farmer is a prospect for a gasoline engine.

In conclusion, I would say: Study your engine and territorial conditions, and be careful not to leave any impression of misrepresentation.



I H C Tractor, Type B, Widening Roads in Danby, N. Y.
Frank Todd, Town Supervisor



I H C LOYALTY

By OLD JAKE TSCHUDY, Blockman, Madison, Wis., General Agency

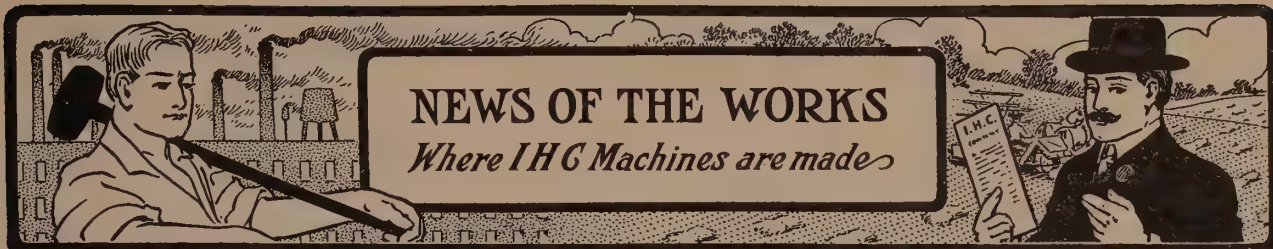
I met a friend today coming from his farm, and he said, "I tell you, Jake, the farmers are making the money."

He went on telling how they (his family) were hauling daily over 1,800 pounds of milk to the cheese factory; and that calves not over three weeks old had sold for over \$7.00 a head.

After leaving my farmer friend, my thoughts went back to the '60's and '70's, my boyhood days. I asked myself, "What has made it possible for a farmer to keep a herd of cows, so that his daily income from this source alone is \$18.00 and over?" The only conclusion at which I could arrive was that it was the invention of modern farm machines. It certainly is. Modern farm machines make it possible for our farmers to handle the large amount of land with so little help. Help is almost impossible to get. I ask, "Where would our twentieth century farmer be if it were not possible for him to get all these improved machines?" No better than our fathers of the '60's and '70's.

We employees of the I H C have an important work to do, and, if we study and grasp the opportunity, we are in a position to fill the niche in life, which is allotted to every person. We certainly have the right to full confidence in the machines that we sell. One and all should feel proud of our privilege in being one of the cogs in this big wheel—the I H C. I, for one, am.

P. S. I agree with Brother S. B., Prater, Ind. "Name plates at farms using our separators."



FIRE DEPARTMENT CONTESTS, 1911

By W. J. POLLARD, IHC Fire Chief

The following works held Fire Department contests during the past summer: Akron Works, Champion Works, Deering Works, Hamilton Works, Plano Works, Weber Works; also an Interworks contest was held between Hamilton and Osborne Works at Niagara Falls and an Interworks contest between the Deering, Plano, and Weber Works at the Weber plant.

Following is a summary of events and time:

DRY RUN, Standing start—Ran 300 feet to hydrant, attached and laid 150 feet of hose, broke couplings three full threads, attached nozzle, and carried to top of 24-foot ladder. Time taken from pistol shot until climber grasped top round:



Watching Interworks Contest at Weber Works

WORKS	TIME, SEC.	WORKS	TIME, SEC.
Osborne - - - -	28 $\frac{1}{2}$	Hamilton - - - -	35
Weber - - - -	31	Champion - - - -	35 $\frac{3}{4}$
Plano - - - -	32	Akron - - - -	37 $\frac{3}{4}$
Deering Works - - - -	38 $\frac{1}{4}$ sec.		

COUPLING CONTEST—Ran 50 feet, broke couplings three full threads, and attached nozzle three full threads. Time taken from pistol shot until nozzle struck the ground:

WORKS	TIME, SEC.	WORKS	TIME, SEC.
Hamilton - - - -	5 $\frac{3}{8}$	Plano - - - -	7 $\frac{1}{8}$
Osborne - - - -	6 $\frac{1}{8}$	Champion - - - -	7 $\frac{1}{8}$
Weber - - - -	7	Deering - - - -	7 $\frac{1}{8}$
Akron Works - - - -	8 $\frac{1}{8}$ sec.		

LADDER CLIMBING CONTEST, Standing start—Climber ran 50 feet and climbed 24-foot ladder. Time taken from pistol shot until climber grasped top round:

WORKS	TIME, SEC.	WORKS	TIME, SEC.
Hamilton - - - -	6 $\frac{3}{8}$	Akron - - - -	6 $\frac{1}{8}$
Osborne - - - -	6 $\frac{3}{8}$	Champion - - - -	7 $\frac{1}{8}$

Note:—Western works did not compete in this event.

WET TEST—Ran 300 feet to hydrant, attached to hydrant, and laid 150 feet of hose; broke couplings three full threads, and threw water. Time taken from pistol shot until water flowed through tip of nozzle.

WORKS	TIME, SEC.	WORKS	TIME, SEC.
Weber - - - -	27 $\frac{1}{8}$	Champion - - - -	31 $\frac{1}{8}$
Plano (night watch) -	29	Akron - - - -	32 $\frac{3}{8}$
Hamilton - - - -	29 $\frac{1}{8}$	Deering - - - -	34
Osborne Works - - - -	31 sec.		

Note:—Time of Osborne Works exhibition run at Niagara Falls.

CUTTING OUT AND INSERTING 50 FEET OF HOSE—In this event the water flowed through 150 feet of hose. When pistol shot was fired the water was shut off at hydrant, the middle section cut off and 50 feet from hose cart inserted, breaking all couplings three full threads. Time taken from pistol shot until water flowed through tip of nozzle again:

WORKS	TIME, SEC.	WORKS	TIME, SEC.
Plano - - - -	11	Osborne - - - -	12 $\frac{1}{8}$
Hamilton - - - -	11 $\frac{1}{8}$	Weber - - - -	16
Akron - - - -	12 $\frac{1}{8}$	Deering - - - -	17 $\frac{3}{8}$

Note:—Champion Works did not compete in this event.

Forty companies, comprising 400 men, took part in these contests, and it is very gratifying to note the fast time made; Weber Works breaking all previous records in wet test, Osborne Works in dry test, Plano Works in cutting-out test, and Hamilton Works in coupling test. The time of 5 $\frac{3}{8}$ seconds in coupling test is within three-fifths second of the world's records made by professional runners clad in running suits and spiked shoes, using a nozzle 7 pounds lighter, and oiled couplings, while the equipment used by our men was all standard fire-fighting equipment and the men were clad in working apparel.



Osborne Works Fire Department on parade, Labor Day

NEWS NOTES

B. A. Kennedy, division manager, announces that George Sintz, formerly foreman of machine shop at the Osborne Mill, has been appointed assistant superintendent.

William M. Gregg, assistant superintendent of the Osborne Twine Mill, has been appointed to the position of superintendent of that mill.



Weber Works Fire Department, winners of Interworks contest — Deering, Plano, and Weber



C. J. Camfield, formerly superintendent of the Osborne Twine Mill, Auburn, N. Y., has been appointed superintendent of the Peterboro Mill.

This company has taken over the equipment, stock, etc. of the Canadian Cordage & Manufacturing Company, of Peterboro, Ont., and will operate the plant under a lease as the Peterboro Twine Mill.



DEERING WORKS

The new six-story building at Deering Works was dedicated by an Industrial Exhibit, November 20 to 28. A large attendance evidenced the interest in the products and activities of the company, and the attractions provided kept the visitors entertained. A full account will appear in the January issue.

A WISE BOY

Mr. Slimson—"Willie, didn't you go to the trunk-maker's yesterday and tell him to send round the trunk I ordered?"

Willie—"Yes, pa."

Mr. Slimson—"Well, here is the trunk, but no strap."

Willie—"Yes, pa; but I told him I thought you hadn't better have any strap."



DIDN'T QUITE SUIT

A horse dealer was showing a horse to a prospective buyer. After running him backward and forward for a few minutes, he stopped and said to the buyer, "What do you think of his coat? Isn't he a dandy?"

The buyer, noticing that the horse had the heaves, replied, "Yes I like his coat, all right, but I don't like his pants."



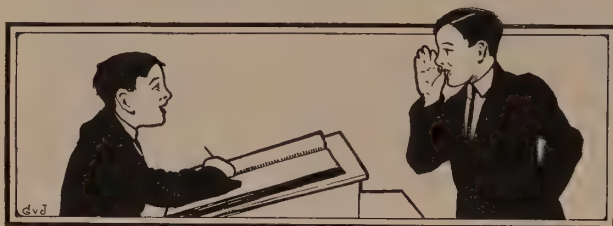
A GALLANT CABMAN

An old lady getting into a cab in Grafton street, in Dublin, was heard to say to the driver: "Help me to get in, my good man, for I'm very old."

"Begorra, ma'am," said he, "no matter what age you are, you don't look it."



OFFICE BOY WISDOM



"What's a pedigreed tractor, Frank?"

"Why, a tractor with good points—A1 Construction, Satisfaction plus in operation, Class in appearance, and a Record."

"Oh! I see."

"No, I H C."

EMPLOYES' BENEFIT ASSOCIATION—DEATH BENEFITS PAID IN SEPTEMBER, 1911

WORKS OR DEPT.	DIED	NAME	AGE	OCCUPATION	CAUSE	BENEFICIARY	AMOUNT	PAID
Deering	9-29-11	Jarocki, Stevan	37	Molder	Sickness	Wife	1 Year's Wages	10-10-11
Deering	10- 8-11	Anderson, John A.	61	Sweeper	"	Wife	1 Year's Wages	10-12-11
Deering Roll Mill	9-16-11	Dusieski, John	30	Roller	"	Wife	1 Year's Wages	10- 2-11
McCormick	1-31-11	O'Keefe, John	58	Elevator Man	"	Next of Kin	1 Year's Wages	†10-25-11
McCormick	5- 3-11	Juricka, Joseph	35	Laborer	"	Wife	1 Year's Wages	*10-28-11
McCormick	6-13-11	Piezak, John	19	Pick Up	"	Parents	1 Year's Wages	*10- 6-11
McCormick	9-17-11	Wabra, John	62	Repairman	"	Wife	1 Year's Wages	10- 9-11
McCormick	9-19-11	Miksic, Philip	50	Laborer	"	Wife	1 Year's Wages	10- 6-11
McCormick	9-23-11	Cole, Joseph S.	74	Pensioner	"	Wife	\$550.00	10-10-11
McCormick	9-24-11	Dehlke, Rudolph	63	Laborer	"	Wife	1 Year's Wages	10- 7-11
Osborne	10-13-11	Russell, Henry	72	Pensioner	"	Special Designat'n	\$3400.00	10-31-11

† Awaiting proof of heirship cause of delay in settlement.

* Foreign residence of beneficiaries cause of delay in settlement.

‡ Member for Death Benefit only.

Total for Sept., 1911.....\$ 5,906.39

Previously Reported..... 314,553.73

TOTAL.....\$320,460.12

WELFARE WORK

PROTECTION AGAINST INJURY
SANITATION HEALTH

INDUSTRIAL EDUCATION
RECREATION SPORTS

INDUSTRIAL SCHOOLS AND APPRENTICESHIP PLAN

By WILLIAM OSTERHOM, Mechanical Engineer, Deering Works

The magnitude of the International Harvester Company can be likened unto an army corps; the organization of one corresponds closely to that of the other. The general staff of the army corps bears a close relation-



William Osterhom

ship to that of the management of an enormous industrial establishment such as we have in the International Harvester Company.

The United States Government does not pick its official force from men uneducated or uninitiated, but maintains an elaborate training school system in which the different branches of military and other arts are studied, from both a theoretical and a practical point of view.

A great deal has been written pertaining to industrial education, and it is a very difficult matter for one who has not given any great thought to the

subject, but as suggestions are the initial stage of any structure, and agitation is prolific of action along the lines suggested, I should be glad to set forth my views as to the method that could be pursued to get results.

Most of the large plants of the Harvester Company are engaged in the manufacture of harvesting and tillage implements. The trade in itself is peculiar in so far as the practice of other large establishments making a different grade does not in all cases conform with the practice of the Harvester Works.

The greater part of the work of this great concern is, as a general rule, accomplished by unskilled labor, as the mechanical appliances used in the manufacture of

agricultural implements are automatic and semi-automatic, thereby not requiring any great amount of skilled labor in operating. Therefore, 90 per cent, or thereabouts, of the entire force is what might be classed as unskilled labor, the other 10 per cent consisting of highly skilled men used exclusively for the development of labor-saving devices. It is with this 10 per cent that we are at present concerned.

The skeptic might think that enough available men are in the market to supply all our wants, and that it is not necessary for any particular firm to maintain an educational establishment in connection with the Works. But allow me to contradict this. It is not always possible to get the class of men that are necessary to carry on the executive and technical end of our business without a preliminary education.

An establishment that is maintaining a Trade School, and treats its employes properly will obtain loyalty and stick-to-it-iveness which cannot be obtained under any other circumstances.

The magnitude of some of our large plants is such that it takes one year to obtain a working knowledge of the different departments. By taking a young man of ordinary ability and putting him through the different branches of the business, we obtain for the Company a very valuable asset. This young man must be chosen with care, as it means an expenditure of money which must necessarily bring an adequate return, or we would be working on bad business principles.

Young men with high-school education have been placed in our tool rooms, and upon several occasions tool-room foremen have remarked about the difference in handling this class of help and the ordinary shop men. The former are alert, quick to grasp the situation, and, as a general rule, make splendid workmen. This can be attributed, to a great extent, to their preliminary training in a high school, in which their minds are developed, not particularly along the technical line; nevertheless, this education bears fruit in any line that they may embark in. It is not always possible to obtain young men that have attended high school, and, when it is possible, it is very improbable that these young men will want to devote their entire



A group of boys from the McCormick Shop School, on the job

time to shop work. We must, therefore, choose our apprentices from among intelligent boys who have not had this opportunity, and develop these into draftsmen and high-grade mechanics. This can be done, according to my views, along the lines which I shall now outline:

It is a difficult matter, as we all know, to get young men who work in the factory during the day, to devote their evening hours to study. In the first place, a day of labor in the factory has at endency to drive the enthusiasm for a technical training out of an aspirant, consequently the young apprentice is not thoroughly alive to the advantages which are offered him.

Simmering the whole subject down to a fine point, the proposition must then be handled—first, from a point of individual gain; second, the scholars interested in a shop school course must be chosen not indiscriminately, but must be selected from a type of young men who have a taste for this line of work, as it is labor lost to try to teach a young man not gifted in this particular direction.

During my stay in the city of Berlin, Germany, I had an opportunity to look into the method of training the young apprentices of the different large plants, such as Seamens & Halske, Ludwig Loewe, and Union Electric Company.

In the first place, the German Government maintains trade schools which are a part of the educational system of the German Empire. The boy is taken very young. On account of the congested labor market, and the number of boys seeking employment, it is absolutely necessary that the young men serve an apprentice course, as, otherwise, masters in charge of mechanical work will not engage them. Therefore, this point coincides with my first instance; namely, a matter of individual gain.

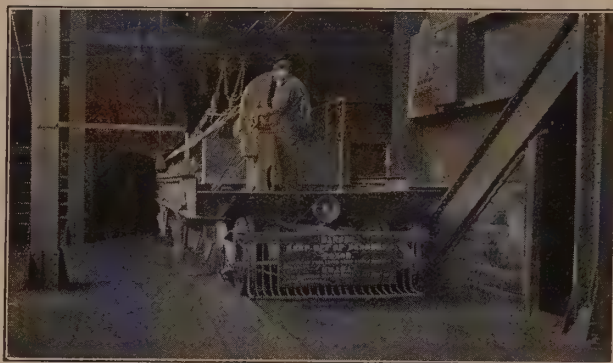
In the United States, it is not necessary for a boy to be technically and mechanically trained in order to obtain a remunerative position; therefore, on account of the lack of governmental institutions, it becomes imperative for the large manufacturer to train his own apprentices in order to have an adequate supply at hand to draw from in case of vacancies on the executive factory staff. The plan I would recommend in order to get a successful class in the line referred to, would be to make it obligatory for the young man to

attend the classes. A pleasant room in a quiet place should be set aside to be furnished as a class-room, with suitable furniture, blackboards, charts, etc.

Instruction should run along the lines of any educational institution, having regular terms and vacations from the work, as it would be difficult during the summer months to keep them at their work.

The studies could be continuous. By this I mean, an A and B class could be established, as it would be impossible for the late-comer to take up the same line of study that the second-year boy had.

The first year's instruction should be along the elementary lines, such as arithmetic, and plain mechanical



A safety appliance in use by the Wisconsin Steel Company



drawing, consisting of geometric figures and graphic illustrations of geometric principles. The chemical and physical laboratories of the factory could be visited by the scholars at certain set times, so that the embryonic engineer would get a preliminary idea of the physical and chemical properties of materials. The elementary principles of electricity could be demonstrated during class-room hours.

The practical work in the shop should be carried out along progressive lines, gradually increasing the stage of the scholar's work, not according to the number of years he has worked, but according to his ability.



Instructors at Lubertzy plant, Russia. Standing from left to right: G. Romne, Norrkoping; J. Ekkert, Deering; R. J. Jajicek, McCormick; Wm. Zimmerlin, Deering; R. A. Foster, Hamilton. Sitting, H. Johannsen, Norrkoping; W. B. Christensen, Deering; C. Groth, Norrkoping; H. Jamusch, Deering

By having a well-equipped force behind us in the manner outlined, we could supply our force of foremen with intelligent, progressive, and well-educated men, who have been through most of the stages of the work, know every nook and corner of the plant, and are familiar with the practice and with the broader principles of good fellowship, which is a necessary adjunct in factory foremen.

The writer spent a number of years in Europe. Many of the progressive European countries were visited from time to time, and being particularly interested in the mechanical line of work and the method of obtaining labor, I take the opportunity of setting forth a few of the principles which are practiced.

Take Germany, according to my views, the best equipped for training men in mechanical and chemical work. For instance, the coal tar industry, in which the German chemist has developed the aniline dyes which have revolutionized this industry throughout the world and has made Germany foremost along these lines, is largely due to the industrial schools, maintained in this instance by the government.

The conditions prevailing in Europe, pertaining to young men entering industrial establishments, can hardly be taken as a criterion for the United States. In this country it is not imperative that a young man become skilled in any particular line as he individually feels that he will obtain more money as a messenger boy than he does as an apprentice in a factory. His folks also look upon his indenture as a means by which the company engaging him are getting something for nothing. This is not the case in Europe. A boy, in order to get a position in any line, must have a preliminary training or he will not be accepted. There is a surplus of common labor in Europe, and it is not necessary for the employer to accept an employe who is not fit for his work. In fact through the Scandinavias, Germany, France, and England, a boy entering an establishment, must, instead of receiving pay for his first year's training, pay for the privilege of working; he must bind himself for a certain time; the father or guardian must pay over a certain sum before the boy is accepted. The probabilities are he must work until his third year without receiving any remuneration whatever.

The families of the middle class set aside a certain amount for the education of their sons, generally along the mechanical line. If the family is wealthy, the sons enter the realm of medicine or law. In either case, the money must be paid.

With the International Harvester Company, it is entirely different. We must necessarily sacrifice something in order to obtain progressive men.

In some of our meetings in the superintendent's office at the Deering Works, we have brought up this subject, and Supt. J. E. Merriam has impressed upon us the necessity of looking for available material to draw on for our executive force.

The good that could be accomplished through instructions by a shop school would be manifold. It would not only raise the standard of the force of foremen employed, but it would have a tendency to increase production by virtue of an alert, educated man at the head of his department. As a rule, men who have gone through the different phases of life, have a better idea of handling the human element, which is the greatest factor that we have to contend with.

The class of labor that we have to do with can be easily led, but is hard to drive, and the men will invari-

ably follow in the footsteps of a man whom they consider superior in his particular line.

The knell of the bulldozing foreman has been sounded, not only from the men's point of view, but also from that of the factory manager. An up-to-date and humane manager will not allow any one to bulldoze his men or treat them in a harsh manner.

By educating our young foremen from the ground up, and teaching them not only the practical and scientific, but also the ethical, side of the factory management, a great step forward could be accomplished.



THE CHORAL SOCIETY MASQUERADE

With the same ease and grace with which they glide through the confusion of notes, bars, and rests, which confront them each Thursday evening, the Harvester



Shylock and the Dude

Choral Society glided through the symphonious rhythm of the dreamy waltz or swung into the catchy movement of the lively two-step at their third complimentary dancing party, held November 3, on the 15th floor of the Harvester building.

The affair, which was in the nature of a Hallowe'en masquerade, was a success in every particular. The march was led by O. W. Holmes as George Washington, and Miss Bertha Northam as Columbia. Messrs. A. J. Swanson, C. E. Hallenbeck, and H. E. Johnson made an interesting trio. The former as a dude was a winner

with the ladies (as usual). Mr. Hallenbeck, as a Shylock, wore a smile that was the embodiment of humility and innocence, and Mr. Johnson was a new arrival from Holland. Fred Smith as Uncle Sam, John Huebner as One of the Finest, and Mr. Kinsman as Little Lord Fauntleroy were also deserving of mention. Then there were dairymaids, tar babies, Colonial ladies, gypsies, ghosts, cowboys and girls, Mexicans, Hallowe'en costumes, and many other noteworthy creations, but our Rag Doll was certainly the hit of the evening. Miss Goss, who assumed this disguise, played her part well.

About eighty couples were present, including most of our seventy-seven members. The decorations were appropriate for the occasion, and much credit is due to Mrs. Larson and her committee who had this in charge, and also to Mr. Armel and his committee who conducted the affair so successfully.



MCCORMICK GIRLS' RELIEF CLUB DANCE

The McCormick Girls' Relief Club is not a new organization at the West Side Twine Mill. It dates back to the days when Gertrude Beeks, now of the National Civic Federation, was associated with the McCormick Harvesting Machine Company before the days of Benefit Associations and Industrial Accident departments.

These Twine Mill employes, for they are the ones who formed the club, have a special little benefit for sick members, and they have flowers to distribute, and perhaps their most frequent work is in buying wedding presents for their members who marry. They are apparently successful in all their undertakings, and at no time is this more evident than when they give their annual harvest dance, which this year was on Wednesday evening, November 1, in the McCormick Works Clubhouse. With a good floor, excellent music, pretty girls, and plenty of desirable partners, what more could

be wished for? The receipts at the very modest price charged for the tickets helped the fund in the treasury, and those fortunate enough to be invited will look forward to another party, another year, under the same auspices, and with such desirable chaperonage as Mr. and Mrs. George L. Rice and Mr. and Mrs. A. L. Owen.



WHY NOT AN ORCHESTRA

Suggestions on this subject blew in from time to time last year, and now is a good time to find out who is interested in ensemble playing, and who plays piano, violin, cello, clarinet, flute, cornet, trombone, saxophone, etc. Send your name, the department in which you work, and home address to the Welfare office, just as a matter of reference, and who knows but that by the time the Choral Society is ready to pull off another concert they can be personally accompanied by the Harvester Orchestra?



A CHRISTMAS THOUGHT

At this glad season, let us not forget that the significance of Christmas is to bring happiness into sad lives; to banish sorrow and suffering; to heal the sick, and comfort the distressed; to unite the estranged, and bring balm to wounded hearts; to teach mankind the virtue of tenderness, the blessing of forgiveness, the glory of love.

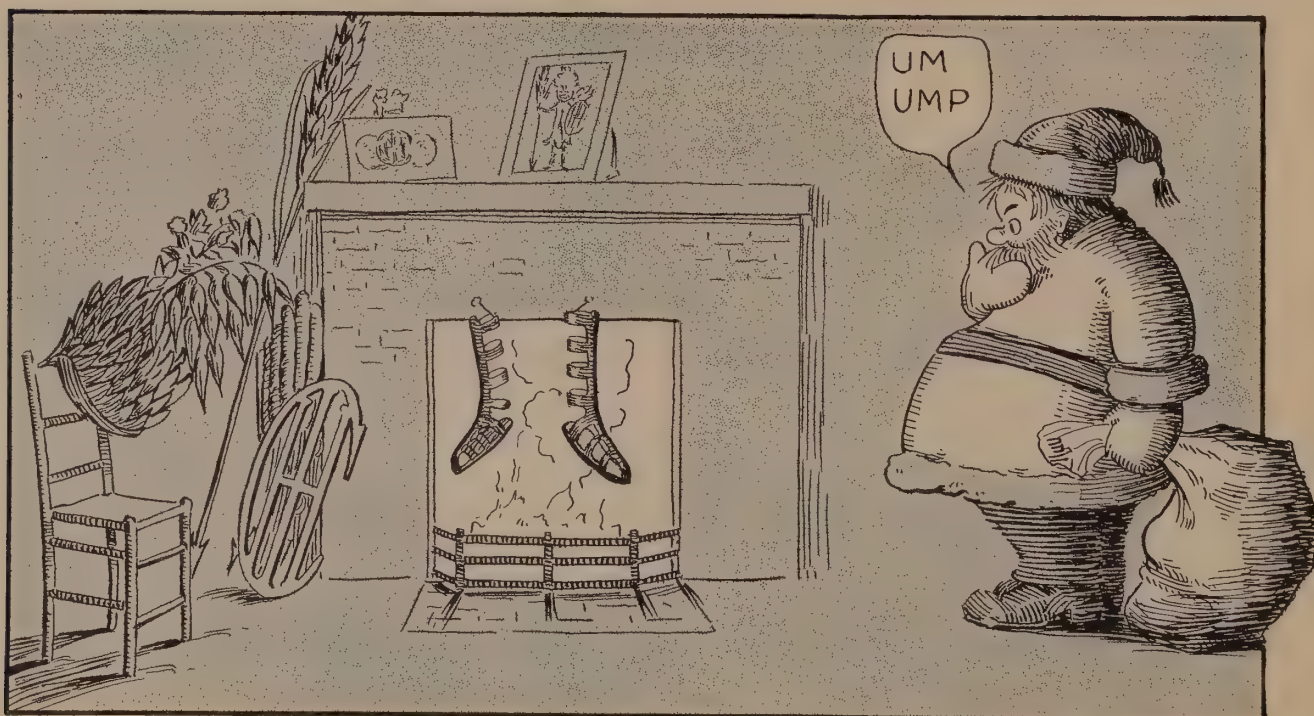


A GOOD WORK

"You speak of everybody having a mission. What is yours?"

"My mission," said the parson, "is to save young men."

"Good," replied the girl, "I'm glad to meet you. I wish you'd save one for me."



Johnson

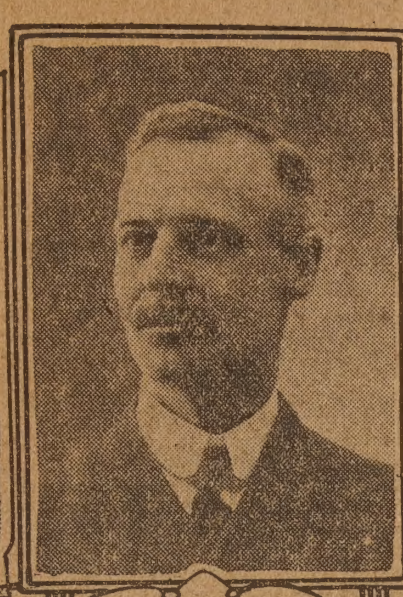
FARMERS AFTER THE MIDDLEMAN

Many Producers of Potatoes in Sagadahoc County, Maine Organize to Benefit Themselves and the Consumers--Outline of Their Scheme and Views of the Expert Who Aided Them.

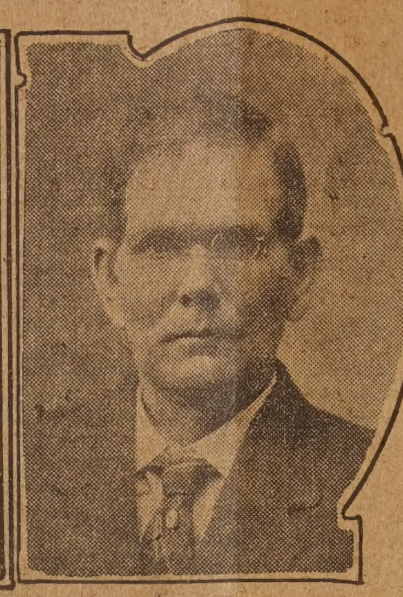
SURE THEY CAN MAKE PRICES LOWER FOR ALL CONCERNED



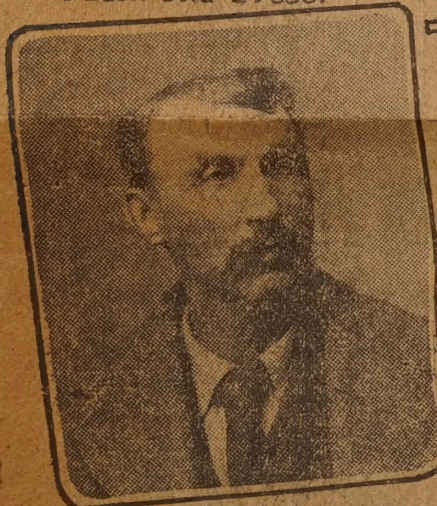
WM. S. ROGERS.
Clerk and Treas.



E. S. CROSBY
President



H. H. LITTLE,
Vice-pres.



JAMES K.
ESTABROOK
Director



FRANK S. ADAMS
Director



L. H. LAMEREAU,
Director

THE Maine Central Potato Exchange of Brunswick has been organized by the producers of Sagadahoc County. In the towns of Dresden, Richmond, Lisbon, Durham, Brunswick, Freeport, Pownal and Yarmouth, the purposes of the corporation being the buying, selling and handling of produce, the selling and consigning of produce as agent of the producer, the inspection of all produce so sold or consigned, and the owning or operating of storage warehouses and packing houses for produce, and generally to deal in all such materials, articles or goods as in the opinion of the board of directors can be conveniently and advantageously dealt in by the corporation.

The capital stock of the corporation is \$10,000, divided into 1000 shares of \$10 each. The directors of the new corporation are Frank S. Adams of Bowdoin, James K. Estabrook of Brunswick, E. S. Crosby of Bath, F.

W. Carlton of Woolwich, L. H. Lamereau of Bowdoinham. They have organized with E. S. Crosby as president, H. H. Little of Bowdoinham as vice president and William S. Rogers of Topsham as secretary and treasurer.

These officers are formulating and working out plans for the systematic marketing of produce, the employment of competent salesmen and the purchase of fertilizer, grain flour, etc., in a wholesale manner.

The organization of this corporation was accomplished through the activity of the Department of Agriculture of the State of Maine. William T. Guptill of Topsham, the State dairy instructor, having the matter in charge. It is planned to organize similar corporations all over the State. In the work of organization Mr. Guptill has been ably assisted by C. E. Embree of Riverhead, Long Island, the sales manager of the Long Island Potato Exchange, who was engaged to come to Maine for this purpose.

It is aimed to have local organizations of farmers in all farming communities, and then to organize a central of State exchange, composed of representatives from all of the smaller exchanges. All the local organizations can then club together through the head body and because of buying in large quantities can undoubtedly get lower prices. The central exchange can send these supplies to the local exchanges at cost, as the expense of maintaining the State body will be borne by assessment upon the smaller local bodies.

Mr. Embree believes that such an exchange will shortly be organized. He has spent 25 years in preaching the co-operative gospel, is a good organizer and has already done much in Maine in addressing farmers' associations. He has sent notices all over the State urging the farmers to organize along the lines suggested by him. Such good responses have been coming in that he is

encouraged to believe the State or central organization will soon be a reality.

The State body would have no control over local bodies, but would act as a guiding or directing influence. For instance, when Maine producers want a carload of apples, hay, oats, or something of that kind that are needed and not raised here, it would apply through its local exchange to the State body, and the State body would give this information to the local exchange in some other section of the State that had such commodities to sell. Thus the sale would be made direct from one body of farmers to another, cutting out the in-between profits on the deal, resulting in lower prices to our farmers. And the scheme would reverse itself, for when farmers in an up-State local exchange wanted a load of potatoes or something raised this way, application would be made through the central body, and again would the in-between profits be eliminated.

In the matter of fertilizers and other things needed on the farm it is figured that all of the local organizations could make up lists of the amount desired in each community, forward this to the central body, which by buying such a tremendous amount at once, could buy it for a much less amount per ton than now obtains.

The State Agricultural Department is greatly interested in this movement and is doing all it can to encourage the formation of similar exchanges throughout the State. Meetings have already been held in many sections and the work of organization is well under way. As soon as a sufficient number of local exchanges have been organized a State organization will be effected. James K.

Estabrook, one of the interview regarding the organization said:

"A Boston paper recent that the potatoes are in the hands being held for a higher price. In 1909 when potatoes netted the farmers only 30 to 35 cents per bushel, and were being sold in cities for from \$1 to \$1.20 per bushel, who was making the money again, who made the money when there was a large crop? The farmers make any money. In fact many of them who not only lost money but were obliged to sell their farms, stock and tools in order to pay the fertilizer bills."

"Now this year, when potato growers have a fair chance to break about even on the three years' work, there is a great outcry that they are trying to corner the market and make it harder for the poorer classes. In putting it mildly, we will say that the paper has made a sad mistake. The farmers are trying to regulate through the exchanges the price for produce delivered direct to the trade, thus eliminating the middleman. This should have been done long ago in the interests of all parties concerned."

This association has been formed for the mutual benefit of both the producer and the consumer. There is no scheme planned by which the Maine Central Potato Exchange would be guilty of advancing the price in the market. Its purpose is to place the farmer where he may and will be able to do his own business, where heretofore he has had the other fellow doing business for him and he has paid right dearly for it.

TWO FINELY BRED BULLDOGS.

"Merham Ham" and "Merham Tantalizer," two of the prize English bulldogs owned by Mrs. W. N. G. Clark of 12 Center St., Cambridge, are living illustrations of the adage that beauty is only skin deep. In spite of their belligerent looks they are both decidedly affectionate.

Only two inherent dislikes have they—a loathing for tramps and a grudge against each other. And it must be admitted that Tantalizer, at least, does not attempt to hide his unfilial attitude. He is probably jealous of his more experienced father.

For "Merham Ham" is not only a prize English bulldog, but he is also king of the race. He is the proud possessor of two undisputed championships. It was not with the idea of his panning out into a "sure 'nough" blue-ribboner on his own account that his owner sold him to Mr. Clark for his wife. Just as a sort of consolation prize Ham was sent to America. He was the supposed black sheep of the family, which boasted of "Merham Jumbo" and "Merham Venus." To his parents he was a disgrace. They could not understand how a dog with his unimpeachable pedigree could have such a face with the family of Donax appearing thrice upon the family tree.

Mr. Clark bought "Merham Ham" for



MERHAM TANTALIZER AND MERHAM HAM.

\$200. "Merham Ham" improved to such an extent in this country that he won a blue ribbon at his first show. He kept up the good work until he reached his present position.

"Merham Tantalizer" is the winner of blue ribbons galore and of silver cups.

Such a pair of English bulldogs would be hard to match either in America or England.

ITINERANT EDUCATION.

During the past year 62 instruction trains, operated by the office of experiment stations connected with the Department of Agriculture, covered more than 35,000 miles, while the meetings held in them were attended by nearly 1,000,000 persons. Movable schools to the number of 140 were also conducted, with an attendance of more than 40,000. At the Farmers' Institutes, in connection with which more than 15,000 sessions were held, nearly 2,000,000 per-

sons assembled to discuss agricultural problems.

"For Marrying Us."

Eight-year-old Robert, who has always imagined himself a very vital part of the family, was eagerly reading the "beauty and social etiquette" page of a newspaper, when he came across the question of what should be a proper fee to pay the minister for performing a marriage ceremony. Robert hurriedly turned to his father, inquiring, "Papa, what did you pay the minister for marrying us?"—Indianapolis News.

er blazoned motor car;
Have met the darling daughters
Of a duchess and an earl;
But never saw the woman who
Could match the Boston girl.

To those Dutch and Flemish spinsters
With their toes in wooden clogs;
To those chubby Lapland sweethearts
On their sledges drawn by dogs;
To those Russian girls in Winter,
When tears and kisses freeze;
To Norway maids on sled and skate,
And Swedish girls on skis;

I would gladly pay a tribute
For their kindness and their charms;
May they all find ample shelter
In some loyal fellow's arms!
For they made the world look brighter,
Made Old Time the faster whirl;
But, bless them all, they could not hope
To match the Boston girl!

I have strolled through many vineyards,
On the slopes of Spain and France,
With those merry, black-eyed children
Who make captives with a glance;
I have talked with fair-haired frauleins
On the heights along the Rhine;
And, raptured, heard, from Tuscan lips,
Flow Dane's song divine.

But a subtle grace was lacking—
Was elusive everywhere;
It was missing from the figure,
It was missing from the hair;
From the soul it most was missing,
Like a shell without a pearl;
You'll try in vain, o'er all the earth,
To match the Boston girl.

For her knowledge ranges backward
Long before the world began;
To a globule protoplasmic
She can trace the soul of man.
And though not at all tenacious
When at first you come to woo,
And classed as cold by critics, she
Is sure to freeze to you.

From her tongue flows conversation
That can fill the dreary gaps;
And her kisses are emollients
That will cure the worst of chaps;
She has all life's deepest problems
At her index finger's touch;
You all can tell a Boston girl,
But cannot tell her much.

Though by scientific method,
And with classical repose,
She can write a weighty treatise
On an empire or a rose;
Her's no chaparroned caresses,
When her arms about you fur;
A most adhesive maiden is
The peerless Boston girl.

For Belle:
MY HOME IN FERMOY.
There's a spot faraway, o'er the wide-spread
ing ocean,
A spot which my sad heart can never for-
get;

My mem'ry clings 'round it, so pure and so
tender,
That often its name brings a throb of re-
gret,
Regret for the long-vanished days of my child-
hood,
When earth was all pleasure and life was
all joy;

O could I recall those bright, golden hours
I spent, long ago, at my home in Fermoy!

The grand old Blackwater sweeps down by
its meadows,
Passing silently, swiftly, by dear Castle-
hyde,

Swift gliding on 'neath the ivy-clad bridges,
While peaceful and fair stands the town on
each side.

O mem'ry, your chains bind my heart to old
Erin,

Dear bondage which absence can never de-
stroy;
Where I rambled and played by the banks of
Blackwater,
And roamed through the valleys of dear old
Fermoy.

The sun shines as bright on Queen's square,
by the river,
The moon shines as bright on the green
Convent Hill;
It shines on the homes now deserted and
lonely,
Though many a memory clings 'round them
still.
It shines on green graves where old comrades
now slumber,
Whose laugh rang with pleasure in youth's
harmless joy;
In adventures to reach to Corrin's high sum-
mit,
That stands tall and green near the town of
Fermoy.

It reminds me again of the bright Summer
evenings,
When I stood on the bridge, viewing Fun-
shon's dark stream,
And watched the sun set o'er the distant blue
mountains,
And gazed through the trees at the silvery
moon's beam.
Friends, happy friends, true-hearted, were
near me,
To soothe every sorrow, enhance every joy;
Now their places are vacant, their jubilant
voices
Are missed from their homes near dear old
Fermoy.

Farewell, dear old home! But I can't say
"forever,"
For deep in my mem'ry a fond hope clings on,
That some day again I may gaze on Black-
water.

THE MARINER'S DREAM.

In slumbers of midnight the sailor boy lay;
His hammock swung loose at the sport of
the wind,
But, watchworn and weary, his cares few
away
And visions of happiness danced o'er his
mind.

He dreamed of his home of his dear native
bowers
And pleasures that waited on life's merry
morn,
While Memory stood sidewise, half covered
with flowers
And restored every rose, but secreted its
thorn.

Then Fancy her magical pinions spread wide
And bade the young dreamer in ecstasy rise;
Now far, far behind him the green waters glide
And the cot of his forefathers blesses his
eyes.

The jessamine clammers in flowers o'er the
thatch
And the swallow chirps sweet from her nest
in the wall;
All trembling with transport he raises the
latch
And the voices of loved ones reply
call.

A father bends o'er him with looks of delight;
His cheek is imperaled with a mother's warm
tear;
And the lips of the boy in a love-kiss unite
With the lips of the maid whom his bosom
holds dear.

The heart of the sleeper beats high in his
breast,
Joy quickens his pulses—all hardships seem
o'er,

And a murmur of happiness steals through his
rest
"O God! thou hast blessed me; I ask for no
more."

Ah, what is that flame which now bursts on
his eye?
Ah, what is that sound which now larms on
his ear?
'Tis the lightning's red gleam, painting hell
on the sky!
'Tis the crashing of thunders, the groan of
the sphere!

He springs from his hammock—he flies to the
deck!
Amazement confronts him with images dire;
Wild winds and mud waves drive the vessel a
wreck—
The masts fly in splinters—the shrouds are
on fire!

Like mountains the billows tremendously
swell;
In vain the lost wretch calls on Mercy to
save;
Unseen hands of spirits are ringing his knell
And the Death-angel flaps his broad wings
o'er the wave!

O sailor-boy, woe to thy dream of delight!
In darkness dissolves the gay frost-work of
bliss.
When, now, is the picture that Fancy touched
bright—
Thy parents' fond pressure and Love's hon-
eyed kiss?

O sailor-boy, sailor-boy, never again
Shall home, love or kindred thy wishes re-
pay!
Unblessed and unhonored, down deep in the
main
Full many a fathom, thy frame shall decay.

No tomb shall e'er plead to remembrance for
thee,
Or redeem form or frame from the merciless
surge;
But the white foam of waves shall thy wind-
ing sheet be,
And winds, in the midnight of Winter, thy
dirge!

On a bed of green sea-flowers thy limbs shall
be laid;
Around thy white bones the red coral shall
grow;
Of thy fair yellow locks, threads of amber be
made;
And every part suit to thy mansion below.

Days, months, years and ages shall circle away
And still the vast waters above thee shall
roll;

Earth loses thy pattern for ever and aye,
O sailor-boy, sailor-boy, peace to thy soul!
William Dimond.

Sent in by E. L. H.

For Betsy:

BONNY ELOISE.
Sweet is the vale where the Mohawk gently
glides
On its clear, winding way to the sea,
And dearer than all storied streams on earth
besides

Is this bright, rolling river to me;
But sweeter, dearer, yes, dearer far than
these,

Who charms when others all fail,
Is blue-eyed, bonny, bonny Eloise,
The belle of the Mohawk vale.

O, sweet are the scenes of my boyhood's sunny
hour,
That bespangle the gay valley o'er,
And dear are the friends seen through mem-
ory's fond tears,
That have lived in the best days of yore;

But sweeter, dearer, yes dearer far than these,
Who charms when others all fail,
Is blue-eyed, bonny, bonny Eloise,
The belle of the Mohawk vale.
O' sweet are the moments when dreaming I
roam
Through my loved haunts now mossy and
gray,
And dearer than all is my childhood's hal-
lowed home,
That is crumbling now slowly away;
But sweeter, dearer, yes dearer far than these,
Who charms when others all fail,
Is blue-eyed, bonny, bonny Eloise,
The belle of the Mohawk vale.

IN THE WRONG THEATRE.

Charles Hawtrey Tells How a Man
Looked for His Hat.

I recall an amusing happening, says
Charles Hawtrey, which occurred dur-
ing my first management at the Globe
Theatre, London. One evening a hat-
less man entered the theatre, explain-
ing that his hat had fallen down from
the gallery into the stalls, and that the
doorkeeper had told him to come to
the front and ask for it. One of the at-
tendants was sent down to fetch it,
but, after some little time, returned,
saying that it could not be found. A
second search proved equally fruitless,
so at last the owner of the hat was
asked to come downstairs to show ex-
actly where it had fallen. He pointed
out where he had been sitting in the
gallery and another search was made
for the hat, which, while it disturbed
and annoyed several occupants of the
stalls, was also unavailing.

He was becoming very excited at the
loss of his hat when he was asked to
show his passout check from the gal-
lery, and, on his producing it, my
acting manager at once saw it was
not ours.

"What theatre were you in?" he in-
quired.

"The Opera Comique," replied the
hatless one.

"Well, this is the Globe," said he,
"so you had better go and look for
your hat in the theatre where you
dropped it."
Those who remember the respective
positions of the two theatres will un-
derstand how the mistake arose. On
being told by the gallery doorkeeper
at the Opera Comique to "go round
to the front" he had turned into the
front of the first theatre he came to,
which was the Globe. The fact that
at that time both theatres were up-
holstered in light blue added to the
confusion. Even when told of his
mistake he would, at first, hardly be-
lieve that he was in the wrong
theatre.—Strand Magazine.

Had Enough.

"Whenever I see a toothpick," said
Moses Ezekiel, the Roman sculptor, "I
think of the dinner that was given in
Rome in honor of two Turkish noble-
men.

"I sat beside the younger of the no-
blemen. He glittered with gold embroi-
dery and great diamonds; but, never-
theless, I pitied him sincerely, for he
was strange to our table manners, and
some of his errors were both ludicrous
and painful.

"Toward the dinner's end a servant
extended to the young man a plate of
toothpicks. He waved the plate away,
saying in a low and bitter voice:
"No, thank you. I have eaten two
of the accursed things, and I want no
more."—World Today.

Genius Combined.

Society women of Brooklyn attended
a club meeting recently, during which
somebody started that old talk about
the artistic temperament.

"Which reminds me of a little story,"
said the president of the club, amiably.
They grouped about her.

"Among my friends is an artist, with
some of the traits of Whistler and of
George Bernard Shaw. He is an out-

spoken man, with a dash of cynicism
for fools and their kind.

"Among his friends is a young woman
who imagines she can write and a
young man who nurses the delusion
that he can paint. One day the artist
happened to mention the name of the
young woman.

"Say, old man," said the dreamer, "I
should like very much to meet her. Be
a good fellow and introduce me. She
has the sort of artistic temperament
that I want in the woman I marry."

"O, yes, yes; of course I'll introduce
you," said the artist witheringly. "A
fine combination you'd make. You could
illustrate the stories she doesn't write
with the pictures you don't paint."—
Brooklyn Citizen.

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Mary T. Goldman, Goldman Bldg., St. Paul, Minn.

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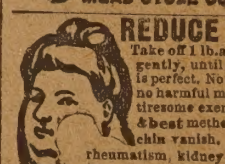
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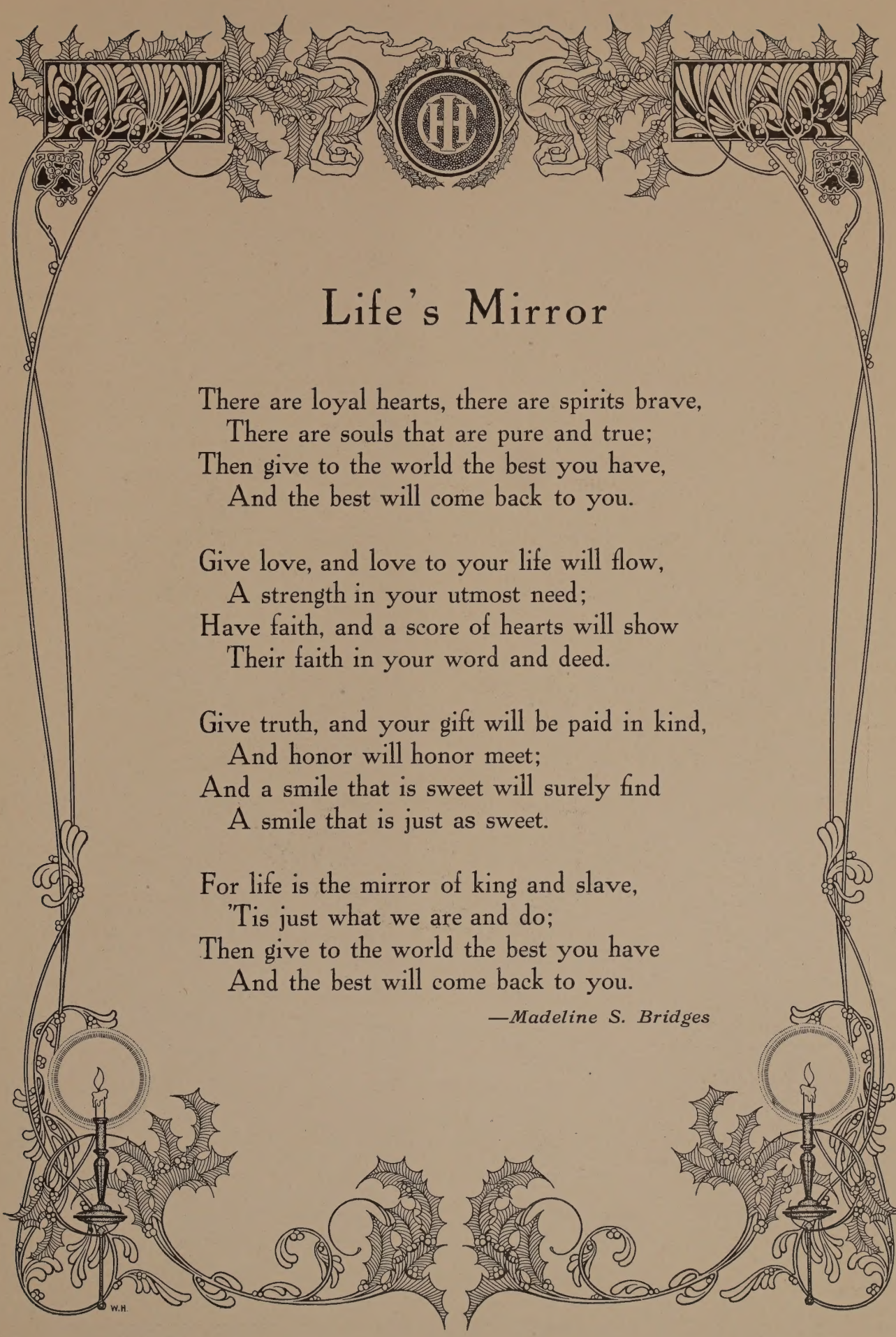


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Life's Mirror

There are loyal hearts, there are spirits brave,
There are souls that are pure and true;
Then give to the world the best you have,
And the best will come back to you.

Give love, and love to your life will flow,
A strength in your utmost need;
Have faith, and a score of hearts will show
Their faith in your word and deed.

Give truth, and your gift will be paid in kind,
And honor will honor meet;
And a smile that is sweet will surely find
A smile that is just as sweet.

For life is the mirror of king and slave,
'Tis just what we are and do;
Then give to the world the best you have
And the best will come back to you.

—*Madeline S. Bridges*

